PRODUCTION

U.S. automobile makers wrapped up the 1982 calendar year with production of 5.1 million units, down 18.8 percent from 1981 (6,280,045), and the lowest total since 1958 (4,244,045). U.S. truck makers, however, turned out 1.9 million units in calendar 1982, a 12.2 percent gain over 1981 (1,701,122), and the highest yearly output since 1979 (2,973,498). The world motor industry, with a few exceptions, experienced production declines in 1982 as a result of delayed economic recovery.

BEST AVAILABLE COPY

WORLD CAR AND TRUCK PRODUCTION, 1982 VS. 1981 BY LEADING COUNTRIES

	Cars		Trucks		Total	
	1982	1981	1982	1981	1982	1981
North America						
United States	4,973,870	6,280,045	1,902,164	1,701,122	6,876,034	7,942,916
Canada	806,822	743,570	466,495	617,264	1,273,317	1,322,780
TOTAL	5,780,692	7,023,615	2,368,659	2,318,386	8,149,351	9,265,696
Latin America						
Mexico	300,579	355,497	172,048	241,621	472,627	597,118
Brazil	718,845	406,004	140,450	373,832	859,295	779,836
Argentina	106,880	139,428	25,236	32,922	132,116	172,350
TOTAL	1,126,304	900,929	337,734	648,375	1,464,038	1,549,304
Western Europe						
W. Germany	3,761,436	3,577,807	301,229	319,200	4,062,665	3,897,007
France	2,777,125	2,611,864	371,682	407,506	3,148,807	3,019,370
Italy	1,297,351	1,257,340	155,692	176,403	1,453,043	1,433,743
United Kingdom	887,679	954,650	268,798	229,555	1,156,477	1,184,205
Spain	927,500	855,325	142,007	132,149	1,069,507	987,474
Belgium	243,289	216,055	34,726	41,401	278,095	257,456
Sweden	294,790	258,261	54,805	55,494	349,595	313,755
Holland	86,000	77,922	10,050	12,011	96,050	89,933
Austria	7,055	7,073	8,130	7,847	15,185	14,920
TOTAL	10,282,225	9,816,297	1,347,119	1,381,566	11,629,424	11,197,863
Asia						
Japan	6,886,866	6,974,131	3,850,168	4,205,831	10,737,034	11,179,962
S. Korea	94,460	68,760	74,025	64,324	168,485	133,084
India	42,673	42,206	109,577	106,781	152,250	148,887
TOTAL	7,023,999	7,085,097	4,033,770	4,376,936	11,057,769	11,461,933
Australia	371,400	351,570	37,150	40,044	408,550	391,614
Eastern Europe						
Soviet Union	1,325,000	1,324,000	900,000	873,000	2,225,000	2,197,000
Poland	208,000	247,500	58,000	59,200	266,000	306,700
Czechoslovakia	182,000	170,590	50,000	48,923	232,000	229,513
Yugoslavia	220,000	239,554	20,000	26,869	240,000	266,423
E. Germany	178,000	180,000	40,000	39,400	218,000	219,400
Romania	76,000	76,000	51,000	51,000	127,000	127,000
Hungary	....	....	13,000	13,788	13,000	13,788
TOTAL	2,189,000	2,247,144	1,132,000	1,112,180	3,321,000	3,359,824
WORLD TOTAL	26,773,620	27,424,652	9,219,282	9,877,487	36,030,132	37,226,234

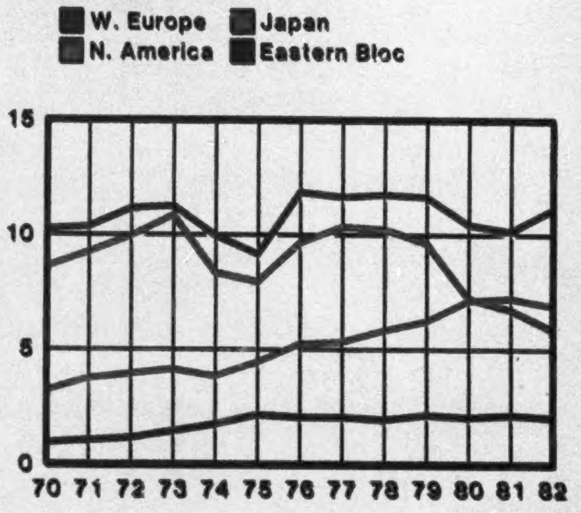
Source: Automotive News, MVMA

12 LEADING MOTOR VEHICLE PRODUCERS WORLDWIDE

	1982	1981	1980
General Motors	6,244,000	6,762,000	7,101,000
Ford Motor Co.	4,328,072	4,402,462	4,426,151
Toyota	3,144,557	3,254,942	3,249,271
Nissan	2,750,000*	2,811,580	2,832,390
Volkswagen	2,130,075	2,196,000	2,478,000
Renault	1,966,701	1,527,000	1,713,000
Peugeot-Citroen	1,615,600	1,585,000	1,779,000
Fiat	1,300,000*	1,364,000	1,687,000
Toyo Kogyo	1,208,244	1,230,000	1,153,100
Honda	1,010,000*	1,045,000	875,000
Mitsubishi	975,000*	1,095,000	915,000
Chrysler Corp.	967,000	1,082,500	1,018,400

*Estimate.

World Car Production Since 1970 (Millions)



WORLD VEHICLE PRODUCTION SINCE WORLD WAR II, CARS AND TRUCKS

Year	Australia	Brazil	Canada	France	Italy	Japan	Mexico	Spain	Sweden	UK	U. S.	USSR	W. Germany	Others	World Total
1946	....	....	170,695	34,625	28,983	14,921	....	....	7,336	359,634	3,100,820	102,171	30,671	2,117	3,913,410
1947	....	....	242,107	96,062	43,736	11,320	....	....	9,287	441,284	4,795,587	132,968	23,258	16,621	5,853,550
1948	....	....	261,009	137,383	59,953	20,367	....	760	9,497	507,608	5,220,755	197,056	61,198	28,275	6,564,850
1949	....	....	290,664	198,372	86,054	28,700	....	486	11,069	628,196	6,243,834	275,992	163,504	29,971	8,044,111
1950	126,721	....	387,726	285,641	127,847	31,597	21,575	253	17,553	783,672	8,005,859	362,985	306,034	48,529	10,577,813
1951	129,259	....	415,420	445,655	145,553	38,490	46,081	308	22,950	733,883	6,757,014	288,683	374,108	54,210	9,451,614
1952	116,293	....	434,102	496,962	138,446	38,966	46,967	400	21,233	689,657	5,561,796	307,936	428,016	36,724	8,319,519
1953	159,307	....	486,049	497,348	174,320	49,778	35,709	660	29,427	834,275	7,349,123	354,175	490,046	38,048	10,498,265
1954	200,605	....	352,102	600,400	216,715	70,073	33,380	620	44,735	1,037,879	6,536,729	403,873	680,509	47,706	10,224,973
1955	218,004	....	452,114	725,061	268,766	68,932	32,275	3,972	50,299	1,237,068	9,204,049	445,268	908,702	128,180	13,742,690
1956	204,176	....	471,350	827,079	315,602	111,066	39,387	4,500	57,274	1,004,544	6,918,759	464,632	1,075,603	157,829	11,652,001
1957	213,620	30,700	413,577	927,956	351,615	181,977	41,106	30,436	71,654	1,149,095	7,220,431	495,408	1,212,206	188,399	12,528,380
1958	241,324	61,129	356,418	1,127,549	403,560	188,303	38,955	31,050	91,179	1,364,407	5,121,269	511,074	1,495,221	322,899	11,354,337
1959	263,592	96,243	367,939	1,283,159	500,784	262,814	51,118	56,800	112,394	1,560,427	6,723,588	494,994	1,718,544	378,090	13,870,486
1960	326,250	133,078	397,739	1,369,210	644,633	481,551	49,807	58,209	128,527	1,810,700	7,905,117	523,591	2,055,127	493,339	16,376,878
1961	231,651	145,674	386,923	1,244,223	759,140	813,870	62,563	75,000	131,755	1,464,134	6,652,938	555,330	2,146,797	538,486	15,209,493
1962	329,820	191,057	505,187	1,536,133	946,793	990,706	66,637	100,163	151,568	1,674,530	8,197,311	577,500	2,356,595	574,257	18,198,265
1963	374,058	174,221	631,356	1,736,977	1,180,536	1,283,531	69,135	131,988	167,850	2,011,720	9,108,776	587,012	2,667,896	585,967	20,711,023
1964	411,750	183,045	670,990	1,615,896	1,090,078	1,702,475	90,752	178,128	184,018	2,332,376	9,307,860	603,100	2,909,657	734,299	22,014,424
1965	407,596	185,155	846,609	1,641,696	1,175,548	1,875,614	96,654	228,935	205,717	2,177,261	11,137,830	616,000	2,976,477	970,941	24,542,083
1966	343,929	224,574	672,214	2,024,552	1,365,898	2,286,399	113,807	340,418	199,910	2,042,354	10,396,299	675,300	3,050,708	1,028,951	24,975,313
1967	366,547	225,416	919,508	2,009,672	1,542,669	3,146,486	126,365	361,637	214,560	1,937,119	9,023,736	728,800	2,482,319	1,082,367	24,167,203
1968	418,307	276,473	1,150,218	2,075,617	1,660,370	4,085,826	143,478	393,433	244,786	2,225,122	10,820,410	800,700	3,106,958	1,172,767	28,576,465
1969	451,917	349,519	1,326,478	2,459,072	1,595,951	4,674,923	165,164	454,571	271,440	2,182,793	10,205,911	844,300	3,604,565	1,530,463	30,029,284
1970	473,790	416,047	1,159,504	2,750,086	1,854,252	5,289,147	192,841	536,026	310,887	2,098,498	8,263,949	922,000	3,842,247	1,523,210	29,686,561
1971	470,122	516,038	1,346,765	3,010,294	1,817,019	5,810,774	210,840	532,358	317,295	2,198,146	10,671,654	1,142,700	3,982,722	1,642,116	33,681,561
1972	466,917	608,985	1,430,084	3,328,320	1,839,793	6,294,438	229,766	695,217	305,989	2,329,430	11,310,708	1,379,000	3,815,962	1,727,260	35,796,305
1973	454,190	729,135	1,574,820	3,596,179	1,957,994	7,082,757	285,513	822,020	378,042	2,163,941	12,681,513	1,602,000	3,949,065	1,881,716	39,159,751
1974	469,339	858,470	1,524,874	3,462,847	1,772,515	6,551,840	350,755	837,414	368,359	1,936,685	10,072,862	1,846,000	3,099,777	1,881,547	35,053,084
1975	456,167	929,805	1,424,006	2,861,305	1,458,629	6,941,591	360,678	814,164	366,753	1,648,399	8,986,605	1,964,000	3,186,206	1,866,930	33,265,240
1976	456,216	985,439	1,640,112	3,402,715	1,590,677	7,841,447	324,979	866,240	367,780	1,705,506	11,497,391	2,025,000	3,868,069	1,963,002	38,534,623
1977	452,502	919,242	1,775,445	3,507,881	1,583,917	8,514,522	280,813	1,129,700	286,901	1,714,240	12,702,762	2,080,000	4,104,216	2,067,760	41,120,011
1978	384,986	1,062,197	1,817,457	3,507,930	1,656,115	9,269,153	384,127	1,143,831	305,534	1,607,467	12,899,202	2,160,000	4,186,364	2,111,579	42,495,922
1979	461,468	1,127,966	1,631,661	3,613,456	1,632,156	9,635,546	444,426	1,122,916	354,820	1,478,512	11,479,993	2,173,000	4,249,725	2,109,816	41,515,467
1980	364,109	1,165,207	1,374,329	3,378,433	1,611,856	11,042,884	490,006	1,181,659	298,400	1,312,914	8,009,841	2,197,000	3,878,415	2,055,495	38,360,548
1981	391,614	779,835	1,280,499	3,019,370	1,433,086	11,179,962	597,118	987,474	313,755	1,184,205	7,940,781	2,197,000	3,897,007	2,605,873	37,807,568
1982	408,550	860,593	1,235,668	3,148,807	1,453,043	10,737,034	472,637	1,069,507	345,150	1,156,477	6,965,313	2,210,000	4,062,665	2,587,685	36,733,129

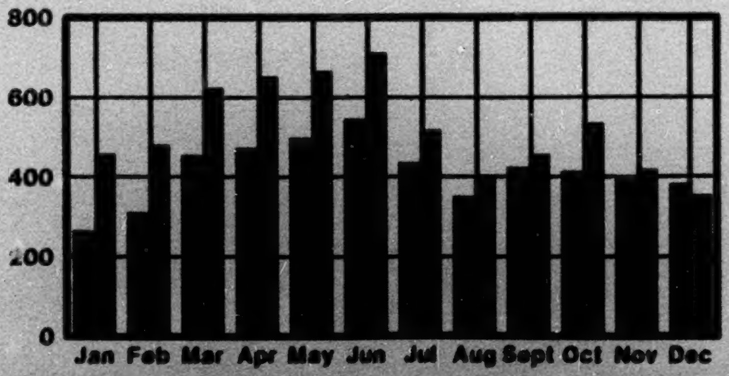
1982 U. S. CAR PRODUCTION TOTALS, MAKES AND MONTHS

COMPANY	January	February	March	First Quarter	April	May	June	Second Quarter	July	August	September	Third Quarter	October	November	December	Fourth Quarter	1982 Total
AMERICAN MOTORS	3,979	4,155	5,201	13,335	5,615	5,749	4,553	15,917	10,815	12,411	12,126	35,352	16,514	16,421	12,013	44,948	109,552
AMC Total	3,979	4,155	5,201	13,335	5,615	5,749	3,407	14,771	5,776	6,104	3,191	15,071	3,396	3,252	1,975	8,623	51,800
Concord	1,596	1,838	2,117	5,551	2,003	2,040	1,539	5,582	2,675	2,201	279	5,155	544	255	65	864	17,152
Spirit	648	996	1,550	3,194	1,988	2,417	1,466	5,871	1,873	1,975	38	3,886	......	......	......	......	12,951
SX-4 Eagle	1,735	1,321	1,534	4,590	1,624	1,292	402	3,318	1,228	1,928	2,874	6,030	2,852	2,997	1,910	7,759	21,697
Renault Total	......	......	......	......	......	......	1,146	1,146	5,039	6,307	8,935	20,281	13,118	13,169	10,038	36,325	57,752
Alliance	......	......	......	......	......	......	1,146	1,146	5,039	6,307	8,935	20,281	13,118	13,169	10,038	36,325	57,752
CHRYSLER CORP.	36,905	39,685	60,338	136,928	62,389	53,645	57,062	173,096	43,029	33,121	58,041	134,191	54,926	50,935	50,426	156,287	600,502
Plymouth Total	15,751	16,958	24,985	57,694	26,597	21,775	20,798	69,170	18,692	11,524	21,764	51,980	23,012	19,069	20,256	62,337	241,181
Horizon	6,153	4,327	6,554	17,034	9,477	4,968	7,947	22,392	7,034	2,784	9,022	18,840	7,459	4,381	7,466	19,306	77,572
Reliant	9,598	12,631	18,431	40,660	17,120	16,807	12,851	46,778	11,658	8,524	12,183	32,365	15,275	14,395	12,580	42,250	162,053
Caravelle	......	......	......	......	......	......	......	......	......	216	559	775	278	293	210	781	1,556
Chrysler Total	6,792	6,007	12,721	25,520	11,620	11,059	12,868	35,547	7,000	8,858	11,429	27,287	7,947	9,555	8,587	26,089	114,443
LeBaron	6,792	6,007	12,721	25,520	11,620	11,059	12,868	35,547	7,000	5,726	6,692	19,418	4,742	5,297	4,836	14,875	95,360
Chrysler E-Class	......	......	......	......	......	......	......	......	......	3,132	4,737	7,869	3,205	4,258	3,751	11,214	19,083
Dodge Total	14,362	16,720	22,632	53,714	24,172	20,811	23,396	68,379	17,337	12,739	24,848	54,924	23,967	22,311	21,583	67,861	244,878
Omni	5,186	4,280	6,720	16,186	8,430	4,574	8,000	21,004	6,581	2,470	8,202	17,253	6,961	4,336	6,716	18,013	72,456
Aries	7,012	9,997	13,053	30,062	13,080	12,386	11,423	36,889	8,162	6,253	10,765	25,180	13,371	13,119	10,614	37,104	129,235
Diplomat	......	......	......	......	......	......	......	......	......	......	......	......	......	......	......	......	......
Dodge 400	2,164	2,443	2,859	7,466	2,662	3,851	3,973	10,486	2,594	2,349	2,153	7,096	1,545	2,168	1,720	5,433	30,481
Dodge 600	......	......	......	......	......	......	......	......	......	1,667	3,728	5,395	2,090	2,688	2,533	7,311	12,706
FORD MOTOR	40,832	66,778	102,251	211,861	123,648	134,046	134,985	392,679	66,691	73,283	77,638	217,612	92,839	101,281	87,802	281,922	1,104,074
Ford Division	22,880	41,642	62,866	127,388	81,512	90,878	86,215	258,605	39,929	43,260	48,979	132,168	55,807	61,447	55,240	172,494	690,655
Escort	9,489	17,412	32,073	58,974	32,226	37,458	27,314	96,998	12,784	20,242	19,446	52,472	20,163	18,792	17,573	56,528	264,972
Fairmont	3,084	6,951	9,088	19,123	14,327	17,139	17,226	48,692	6,465	11,803	8,308	26,576	9,527	14,251	10,350	34,128	128,519
Mustang	4,311	8,975	9,873	23,159	15,116	16,339	16,611	48,066	7,853	6,679	13,494	28,026	7,706	8,765	11,649	28,120	127,371
LTD/Granada	3,235	6,840	8,642	18,717	13,760	13,674	18,963	46,397	8,937	......	7,371	16,308	17,916	19,183	13,513	50,612	132,034
Thunderbird	2,528	1,176	2,376	6,080	5,260	5,070	5,299	15,629	3,549	4,068	......	7,617	......	10	......	10	29,336
Crown Victoria/Ford	......	......	......	......	......	......	......	......	......	......	......	......	......	55	1,979	2,034	2,034
EXP	233	288	814	1,335	823	1,198	802	2,823	341	468	360	1,169	495	391	176	1,062	6,389
L-M Division	17,952	27,136	39,385	84,473	42,136	43,168	48,770	134,074	26,762	30,023	28,659	85,444	37,032	39,834	32,562	109,428	413,419
Mercury Total	11,467	18,632	29,801	59,900	33,796	34,157	39,339	107,292	22,281	23,000	19,915	65,196	28,364	30,529	24,518	83,411	315,799
Lynx	2,178	5,298	10,015	17,491	10,325	10,091	9,216	29,632	5,740	7,222	5,102	18,064	6,129	5,215	4,583	15,927	81,114
Capri	1,020	1,921	3,275	6,216	3,476	3,183	4,836	11,495	3,386	2,840	3,684	9,910	1,796	1,742	1,545	5,083	32,704
Zephyr	1,472	2,302	2,525	6,299	4,240	5,496	6,275	16,011	2,589	3,679	1,780	8,048	2,865	4,110	3,073	10,048	40,406
Marquis/Cougar	2,043	3,662	4,360	10,065	6,505	6,181	8,276	20,962	4,926	......	2,624	7,550	7,447	7,560	7,227	22,234	60,811
Cougar/XR-7	737	457	889	2,083	1,554	1,419	2,189	5,162	1,082	2,253	......	3,335	......	10	......	10	10,590
Mercury	3,935	4,934	8,624	17,493	7,355	7,661	8,353	23,369	4,406	6,875	6,561	17,842	9,937	11,726	8,037	29,700	88,404
LN7	82	58	113	253	341	126	194	661	152	131	164	447	190	166	53	409	1,770
Lincoln Total	6,485	8,504	9,584	24,573	8,340	9,011	9,431	26,782	4,481	7,023	8,744	20,248	8,668	9,305	8,044	26,017	97,620
Continental	1,825	1,702	1,917	5,444	1,669	1,801	1,885	5,355	893	1,406	1,749	4,048	1,735	1,861	1,609	5,205	20,052
Lincoln	2,511	3,491	3,834	9,836	4,068	4,618	4,623	13,309	2,207	3,180	4,462	9,849	5,076	5,579	3,960	14,615	47,609
Mark VI	2,149	3,311	3,833	9,293	2,603	2,592	2,923	8,118	1,361	2,437	2,533	6,351	1,857	1,865	2,475	6,197	29,959
GENERAL MOTORS	178,095	188,759	280,645	647,499	275,596	296,307	340,428	912,331	305,173	234,841	277,242	817,256	243,381	226,680	225,736	695,797	3,072,883
Buick Division	43,472	55,991	68,359	167,822	66,164	73,396	81,045	220,605	73,765	59,214	60,504	193,483	59,559	54,604	55,259	169,422	751,332
Skyhawk	3,281	8,599	6,820	18,700	7,447	13,947	4,254	25,648	3,564	246	4,091	7,901	5,524	2,971	4,805	13,300	65,549
Skylark	4,455	9,500	16,257	30,212	12,452	12,802	15,358	40,612	16,566	10,928	14,656	42,150	8,557	7,450	8,829	24,836	137,810
Century	8,656	10,578	11,820	31,054	9,643	10,785	15,041	35,469	14,748	8,107	2,951	25,806	4,358	7,707	7,304	19,369	111,698
Regal	11,584	13,995	15,877	41,456	18,868	18,207	22,356	59,431	20,948	20,178	16,879	58,005	17,003	16,403	16,770	50,176	209,068
Buick	13,309	12,099	14,117	39,525	13,719	13,437	19,186	46,342	16,709	16,878	16,354	49,941	17,872	16,139	13,506	47,517	183,325
Riviera	2,187	1,220	3,468	6,875	4,035	4,218	4,850	13,103	1,230	2,877	5,573	9,680	6,245	3,934	4,045	14,224	43,882
Cadillac Division	20,112	15,658	21,672	57,442	23,752	21,319	24,627	69,698	11,640	11,746	24,383	47,769	23,557	25,888	22,000	71,445	246,354
Cimarron	493	......	908	1,401	......	......	571	571	1,467	125	1,465	3,057	1,421	1,891	2,063	5,375	10,404
Seville	1,363	1,581	2,898	5,842	2,521	2,346	1,510	6,377	371	1,130	2,599	4,100	2,244	2,358	1,785	6,387	22,706
Eldorado	4,252	4,602	6,631	15,485	6,304	4,501	6,397	17,202	1,625	2,855	5,204	9,684	5,074	5,054	4,127	14,255	56,626
Cadillac	14,004	9,475	11,235	34,714	14,927	14,472	16,149	45,548	8,177	7,636	15,115	30,928	14,818	16,585	14,025	45,428	156,618
Chevrolet Division	51,961	36,735	100,882	191,578	102,642	103,752	113,587	319,981	109,939	82,502	88,100	280,541	72,462	59,872	69,744	202,078	994,178
Chevette	3,333	3,362	31,020	37,715	26,622	25,069	25,281	76,992	23,901	14,544	16,463	54,908	15,310	7,282	16,210	38,802	208,417
Cavalier	13,469	......	12,632	26,101	4,794	5,827	7,129	17,750	9,752	3,812	9,566	23,130	11,210	9,151	8,749	29,110	96,091
Celebrity	3,637	2,487	5,684	11,808	7,635	9,098	6,406	23,139	5,729	2,688	10,888	19,305	4,226	3,528	4,355	12,109	66,361
Camaro	12,877	15,196	21,113	49,186	22,158	20,847	22,757	65,762	21,253	23,666	17,977	62,896	10,573	12,518	13,147	36,238	214,082
Citation	11,144	3,675	15,047	29,866	18,304	20,800	22,358	61,462	20,703	13,392	9,311	43,406	9,204	6,991	8,140	24,335	159,069
Malibu	1,869	5,558	6,900	14,327	11,386	10,752	12,287	34,425	10,829	8,104	7,126	26,059	9,874	10,092	8,714	28,680	103,491
Monte Carlo	2,003	4,481	3,767	10,251	7,260	7,055	9,835	24,150	7,464	7,051	8,434	22,949	8,940	8,252	6,639	23,831	81,181
Chevrolet	1,272	1,693	1,946	4,911	1,945	1,862	4,868	8,675	7,767	7,583	5,791	21,141	2,116	2,025	3,780	7,921	42,648
Corvette	2,357	2,283	2,773	7,413	2,538	2,422	2,666	7,626	2,541	1,662	2,544	6,747	1,009	33	10	1,052	22,838
Oldsmobile Division	50,768	68,705	67,035	186,508	55,008	58,691	75,519	189,218	66,879	54,193	72,337	193,409	64,541	68,674	57,294	190,509	759,644
Omega	4,901	5,494	7,727	18,122	7,061	6,916	8,218	22,195	9,969	5,699	5,045	20,713	3,126	3,338	3,901	10,365	71,395
Firenza	3,285	8,590	5,668	17,543	3,135	3,985	1,747	8,867	3,691	126	1,557	5,374	2,957	3,280	2,621	8,858	40,642
Cutlass Sup./Cutlass	9,532	18,170	14,321	42,023	9,164	11,402	21,278	41,844	21,266	11,887	22,592	55,745	21,587	21,548	19,313	62,448	202,060
Oldsmobile	21,427	21,168	25,005	67,600	22,625	21,447	27,996	72,068	23,753	23,531	25,011	72,295	25,836	25,602	21,038	72,476	284,439
Cutlass Ciera	8,980	12,236	10,704	31,920	10,751	11,522	12,441	34,714	7,230	11,231	14,787	33,248	7,034	11,366	7,748	26,148	126,030
Toronado	2,643	3,047	3,610	9,300	2,272	3,419	3,839	9,530	970	1,719	3,345	6,034	4,001	3,540	2,673	10,214	35,078
Pontiac Division	11,782	9,670	22,697	44,149	28,030	39,149	45,650	112,829	42,950	27,186	31,918	102,054	23,282	17,642	21,439	62,343	321,375
Acadian	......	......	1,842	1,842	2,292	1,355	1,116	4,763	1,523	520	726	2,769	276	209	134	619	9,993
2000	1,838	......	2,194	4,032	3,871	4,883	7,489	16,243	7,163	1,441	3,008	11,612	2,627	2,306	5,002	9,935	41,822
1000	240	342	1,424	2,006	2,715	6,261	6,768	15,744	6,290	3,748	1,764	11,802	2,363	369	2,549	5,281	34,833
Firebird	6,773	8,730	11,510	27,013	12,308	13,931	14,965	41,204	14,133	15,882	12,539	42,554	6,824	5,122	5,380	17,306	128,077
Phoenix	2,931	598	2,829	6,358	4,310	6,556	8,403	19,269	7,336	2,871	2,644	12,851	2,936	2,066	1,981	6,985	45,463
Grand Prix	......	......	......	......	......	......	......	......	......	7	1,888	1,895	4,043	3,785	3,207	11,035	12,930
Bonneville	......	......	......	......	......	......	55	55	584	1,795	4,848	7,227	4,040	3,783	3,206	11,029	18,311
6000	......	......	2,898	2,898	2,534	6,163	6,854	15,551	5,921	922	4,501	11,344	153	......	......	153	29,946
HONDA*	......	......	......	......	......	......	......	......	......	......	......	......	......	300*	320*	620*	620*
VOLKSWAGEN	6,996	10,266	7,005	24,267	6,671	9,084	9,333	25,088	10,805	......	......	10,805	7,537	8,925	7,624	24,086	84,246
CHECKER	51	283	368	702	303	411	446	1,160	131	......	......	131	......	......	......	......	1,993
TOTAL CARS, U.S.	266,858	311,926	455,808	1,034,592	474,222	499,242	546,807	1,520,271	436,644	353,656	425,047	1,215,347	415,197	404,542	383,921	1,203,660	4,973,870

* 1982 Honda figures were estimated by Automotive News. Actual Honda totals were not reported until Spring, 1983.

U.S. Car Production by Month 1982 vs. 1981

(Thousands)



1982 CANADIAN CAR PRODUCTION TOTALS, MAKES AND MONTHS

COMPANY	JANUARY	FEBRUARY	MARCH	FIRST QUARTER	APRIL	MAY	JUNE	SECOND QUARTER	JULY	AUGUST	SEPTEMBER	THIRD QUARTER	OCTOBER	NOVEMBER	DECEMBER	FOURTH QUARTER	GRAND TOTAL
FORD	11,655	16,091	31,257	59,003	36,940	36,235	36,699	109,874	9,054	28,657	22,201	59,912	15,475	19,380	19,357	54,212	283,001
EXP	857	1,175	1,504	3,536	1,886	1,888	1,708	5,482	400	2,049	3,210	5,659	644	811	802	2,257	16,934
Escort	1,626	2,025	11,201	14,852	13,964	13,759	13,492	41,215	3,331	5,105	5,533	13,969	3,809	6,831	7,531	18,171	88,207
Fairmont	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Mustang	....	....	....	....	....	....	....	....	....	....	118	118	334	218	250	802	920
Granada	601	860	723	2,184	595	649	671	1,915	....	1,248	....	1,248	....	....	....	....	5,347
Thunderbird	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Ford	6,789	10,166	12,267	29,222	14,321	13,728	16,620	44,669	4,022	15,585	10,888	30,495	7,533	8,184	8,962	24,679	129,065
LN7	477	374	373	1,224	923	567	546	2,036	185	1,087	719	1,991	297	381	411	1,089	6,340
Lynx	563	549	3,782	4,894	4,110	4,076	2,187	10,373	816	2,298	985	4,099	965	1,555	859	3,379	22,745
Zephyr	165	461	546	1,172	251	630	417	1,298	....	....	....	....	....	....	....	....	2,470
Capri	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Cougar	289	385	477	1,151	506	602	674	1,782	108	1,155	....	1,263	....	....	....	....	4,196
XR7	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Marquis	288	96	384	768	384	336	384	1,104	192	16	94	302	510	408	....	918	3,092
Lincoln	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Mark VI	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
Continental	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....	....
LTD ('83)	....	....	....	....	....	....	....	....	....	12	174	186	1,191	944	542	2,677	2,863
Grand Marquis ('83)	....	....	....	....	....	....	....	....	....	102	480	582	192	48	....	240	822
AMC	1;389	2,371	2,805	6,565	2,433	2,436	2,677	7,546	2,054	5,345	2,382	9,781	1,962	2,437	2,053	6,452	30,344
Spirit	....	....	....	....	....	....	....	....	....	....	74	74	466	303	153	922	996
Concord	....	....	168	168	1,773	1,352	611	3,736	1,523	3,161	1,131	5,815	514	1,229	899	2,642	12,361
SX/4	....	....	....	....	....	....	....	....	....	....	153	153	982	905	680	2,567	2,720
Eagle	1,389	2,371	2,637	6,397	660	1,084	2,066	3,810	531	2,184	1,024	3,739	....	....	321	321	14,267
CHRYSLER	13,137	13,018	15,924	42,079	14,203	14,781	17,466	46,450	7,186	16,168	15,144	38,498	12,469	2,932	7,014	22,415	149,442
Caravelle	182	211	466	859	459	366	124	949	131	102	97	330	108	30	105	243	2,381
Diplomat	2,122	2,779	3,608	8,509	3,246	3,179	3,582	10,007	1,220	2,461	1,457	5,138	987	328	854	2,169	25,823
Cordoba	1,687	1,863	1,657	5,207	1,450	1,221	1,918	4,589	857	1,980	2,056	4,893	1,593	326	653	2,572	17,261
Mirada	668	839	691	2,198	677	409	568	1,654	232	1,011	1,068	2,311	819	103	285	1,207	7,370
Imperial	116	107	169	392	205	291	188	684	47	171	164	382	163	40	85	288	1,746
Gran Fury	1,615	1,985	3,177	6,777	2,563	2,344	2,233	7,140	1,010	1,039	811	2,860	803	237	617	1,657	18,434
New Yorker	6,747	5,234	6,156	18,137	5,603	6,971	8,853	21,427	3,689	9,404	9,491	22,584	7,996	1,868	4,415	14,279	76,427
GENERAL MOTORS	21,192	27,128	34,316	82,636	32,430	30,210	36,116	98,756	27,194	16,475	30,784	74,453	23,479	31,388	21,326	76,193	332,038
Oshawa #1	8,786	17,245	15,834	41,865	18,491	16,932	20,762	56,185	14,215	13,382	18,220	45,817	9,407	14,375	8,347	32,129	175,996
Oshawa #2	2,533	3,048	11,386	16,967	7,101	6,114	7,889	21,104	7,254	....	5,297	12,551	6,693	7,888	6,073	20,654	71,276
Ste. Theresa	9,873	6,835	7,096	23,804	6,838	7,164	7,465	21,467	5,725	3,093	7,267	16,085	7,379	9,125	6,906	23,410	84,766
VOLVO	767	767	856	2,390	595	548	174	1,317	925	113	551	1,589	827	399	338	1,564	6,860
TOTAL	48,140	59,375	85,150	192,673	86,601	84,210	93,132	263,943	46,413	66,758	71,062	184,233	54,212	56,536	50,088	160,836	801,685

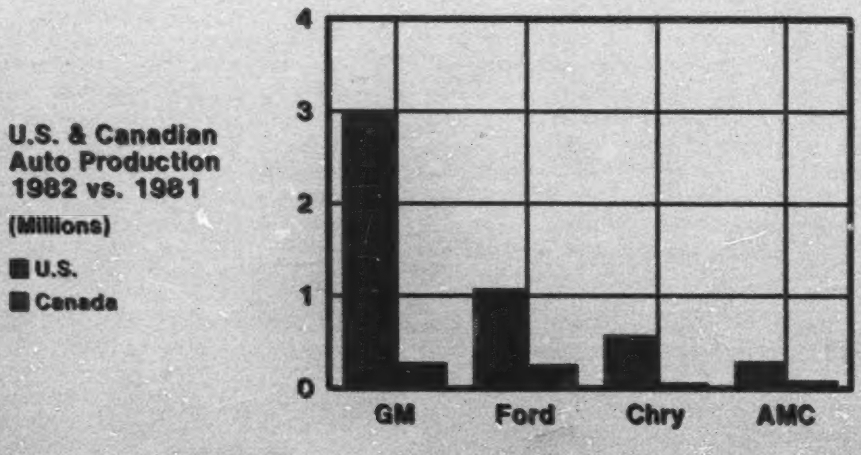
* Ford totals include OKd units.

CANADIAN CAR OUTPUT BY CALENDAR YEAR

1982	801,685
1981	642,587
1980	846,777
1979	944,933
1978	1,131,050
1977	1,129,575
1976	1,143,482
1975	1,056,602
1974	1,143,037
1973	1,234,566
1972	1,154,938
1971	1,094,486
1970	923,538
1969	1,035,354
1968	891,849
1967	714,084
1966	696,100
1965	709,568
1964	559,392
1963	532,915
1962	428,189
1961	326,841
1960	325,282
1959	300,849
1958	296,624

CANADIAN TRUCK OUTPUT BY CALENDAR YEAR

1982	468,327
1981	555,829
1980	526,277
1979	657,436
1978	674,687
1977	569,329
1976	497,430
1975	389,728
1974	338,558
1973	352,934
1972	304,757
1971	277,842
1970	233,938
1969	315,354
1968	277,649
1967	225,551
1966	200,019
1965	142,706
1964	109,116
1963	98,454
1962	79,808
1961	62,903
1960	70,040
1959	67,523
1958	58,693


U.S. & Canadian Auto Production 1982 vs. 1981

(Millions)

CANADIAN OUTPUT SHARES '82 VS. '81

CARS

	Total Output 1982	Pct. of 1982 Output	Total Output 1981	Pct. of 1981 Output	Pct. Pt. Change '82 vs. '81
AMERICAN MOTORS	30,344	3.79	34,535	4.65	− 0.86
Eagle/SX4	16,987	2.12	19,719	2.65	− 0.53
Concord	12,361	1.54	14,816	2.00	− 0.46
Spirit	996	0.13	....	......	+ 0.13
CHRYSLER	149,442	18.64	69,149	9.30	+ 9.34
Cordoba	17,261	2.15	19,493	2.62	− 0.47
Mirada	7,370	0.92	9,762	1.31	− 0.39
Imperial	1,746	0.22	3,466	0.47	− 0.25
LeBaron	....	......	6,597	0.89	− 0.89
Caravelle	2,381	0.30	1,904	0.26	+ 0.04
Diplomat	25,823	3.22	10,804	1.45	+ 1.77
Gran Fury	18,434	2.30	3,813	0.51	+ 1.79
New Yorker	76,427	9.53	13,310	1.79	+ 7.74
FORD	283,001	35,30	191,928	25.81	+ 9.49
Escort	88,207	11.00	1,713	0.23	+10.77
Mustang	920	0.11	4,506	0.61	− 0.50
Fairmont	....	......	72	0.01	− 0.01
Granada	5,347	0.67	1,783	0.24	+ 0.43
Ford	129,065	16.10	75,162	10.11	+ 5.99
Lynx	22,745	2.84	431	0.06	+ 2.78
Zephyr	2,470	0.31	9,511	1.28	− 0.97
Cougar	4,196	0.52	3,987	0.53	− 0.01
Marquis	3,092	0.39	78	0.01	+ 0.38
EXP	16,934	2.11	71,874	9.66	− 7.55
LN7	6,340	0.79	22,811	3.07	− 2.28
LTD	2,863	0.36	....	......	+ 0.36
Grand Marquis	822	0.10	....	......	+ 0.10
GENERAL MOTORS	332,038	41.42	437,622	58.85	−17.43
Chevrolet	N.A.		N.A.	N.A.	
Pontiac	N.A.		N.A.	N.A.	
Monte Carlo	N.A.		N.A.	N.A.	
Malibu	N.A.		N.A.	N.A.	
LeMans	N.A.		N.A.	N.A.	
Cutlass	N.A.		N.A.	N.A.	
Grand Prix	N.A.		N.A.	N.A.	
VOLVO	6,860	0.85	10,336	1.39	− 0.54
TOTAL	801,685	100.00	743,570	100.00	

TRUCKS

	Total Output 1982	Pct. of 1982 Output	Total Output 1981	Pct. of 1981 Output	Pct. Pt. Change '82 vs. '81
CHRYSLER	95,410	20.37	85,427	13.84	+ 6.53
GENERAL MOTORS	229,492	49.00	242,275	39.25	+ 9.75
FORD	132,531	28.30	278,810	45.17	−16.87
INTERNATIONAL	10,894	2.33	10,752	1.74	+ 0.59
TOTALS	468,327	100.00	617,264	100.00	

1982 TRUCKS — U. S. PRODUCTION TOTALS, MAKES AND MONTHS

	JANUARY	FEBRUARY	MARCH	FIRST QUARTER TOTAL	APRIL	MAY	JUNE	SECOND QUARTER TOTAL	JULY	AUGUST	SEPTEMBER	THIRD QUARTER TOTAL	OCTOBER	NOVEMBER	DECEMBER	FOURTH QUARTER TOTAL	GRAND TOTAL
Chevrolet	48,553	49,153	57,553	155,259	59,798	66,869	75,608	202,275	67,746	42,889	54,450	165,085	49,748	43,477	42,222	135,447	658,066
Dodge	9,747	7,220	13,920	30,887	12,098	11,520	13,592	37,210	12,036	8,216	10,995	31,247	7,675	8,130	6,767	22,572	121,916
Ford	32,650	54,052	82,068	168,770	72,802	70,605	82,544	225,951	45,830	61,525	53,678	161,033	56,074	47,594	54,004	157,672	713,426
GMC	17,337	17,057	22,093	56,487	23,350	24,495	26,401	74,246	22,443	13,190	15,463	51,096	14,555	12,516	14,272	41,343	223,172
International	4,478	3,579	4,795	12,852	4,499	4,312	5,089	13,900	1,384	4,843	2,419	8,646	3,330	3,078	3,308	9,716	45,114
Jeep	4,286	5,589	6,456	16,331	6,648	8,721	3,749	19,118	7,643	7,288	6,724	21,655	5,630	7,520	5,015	18,165	75,269
AM General *	150	150	230	530	200	200	230	630	225	220	220	665	210	220	160	590	2,415
Miscellaneous *	5,600	5,600	5,800	17,000	4,000	4,000	4,600	12,600	4,500	4,400	4,400	13,300	4,200	4,400	3,200	11,800	54,700
Volkswagen	1,303	2,044	1,390	4,737	1,039	1,286	1,024	3,349	....	....	....	....	....	....	....	....	8,086
Total Trucks U. S.	124,104	144,444	194,305	462,853	184,434	192,008	212,837	589,279	161,807	142,571	148,349	452,727	141,422	126,935	128,948	397,305	1,902,164

*The actual figures for AM General and miscellaneous trucks were not reported in 1982. These figures have been estimated by Automotive News.

1982 TRUCKS — CANADIAN PRODUCTION TOTALS, MAKES AND MONTHS

	JANUARY	FEBRUARY	MARCH	FIRST QUARTER TOTAL	APRIL	MAY	JUNE	SECOND QUARTER TOTAL	JULY	AUGUST	SEPTEMBER	THIRD QUARTER TOTAL	OCTOBER	NOVEMBER	DECEMBER	FOURTH QUARTER TOTAL	GRAND TOTAL
Chrysler Corp.	6,035	7,433	10,255	23,723	9,585	10,075	11,202	30,862	4,694	10,010	10,511	25,215	9,293	1,976	4,341	15,610	95,410
Ford Motor	6,071	7,504	15,058	28,633	13,793	15,712	16,795	46,300	7,117	16,026	6,573	29,716	9,429	10,281	8,172	27,882	132,531
General Motors	15,942	18,210	27,456	61,608	27,594	23,327	26,091	77,012	13,892	10,089	17,369	41,350	18,217	17,655	13,650	49,522	229,492
International	987	878	1,226	3,071	1,074	1,019	1,155	3,248	315	1,110	370	1,795	743	1,157	880	2,780	10,894
TOTAL	29,015	34,025	53,995	117,035	52,046	50,133	55,243	157,422	26,018	37,235	34,823	98,076	37,682	31,069	27,043	95,794	468,327

*Mack and White no longer supply figures.

FACTORY SALES OF SPECIAL TRUCKS

4 x 4 TRUCKS

	Domestic	Export	Total
1961	72,050	75,024	147,074
1962	84,559	35,188	119,747
1963	95,316	41,299	136,615
1964	92,384	44,990	137,374
1965	106,206	39,772	145,978
1966	111,194	39,548	150,742
1967	115,766	37,829	153,595
1968	128,093	34,326	162,419
1969	142,790	32,036	174,826
1970	142,095	19,740	161,835
1971	204,811	20,561	225,372
1972	271,382	25,656	297,038
1973	368,471	35,157	403,628
1974	431,108	49,816	480,924
1975	413,720	65,991	479,711
1976	615,652	58,680	674,332
1977	749,154	74,959	824,113
1978	893,662	79,361	973,023
1979	666,522	85,066	751,588
1980	241,528	55,290	296,818
1981	241,889	56,633	298,522
1982	344,302	29,079	373,381

TRUCKS WITH DIESEL ENGINES

	Domestic	Export	Total
1959	32,741	2,753	35,494
1960	28,186	2,774	30,960
1961	24,940	3,485	28,425
1962	38,464	5,383	43,847
1963	47,211	9,191	56,402
1964	57,179	8,197	65,376
1965	72,357	9,794	82,151
1966	85,619	11,011	96,560
1967	70,800	13,225	84,025
1968	83,423	10,396	93,819
1969	101,703	13,167	114,870
1970	91,801	13,913	105,714
1971	101,488	11,664	113,152
1972	129,628	13,461	143,089
1973	152,373	16,016	168,389
1974	144,702	22,557	167,259
1975	72,605	29,903	102,508
1976	107,216	21,860	129,076
1977	165,559	19,738	185,297
1978	219,915	23,933	243,848
1979	227,834	28,210	258,528
1980	214,562	29,584	244,146
1981	209,394	27,776	237,170
1982	219,748	16,853	236,601

MULTI-STOP DELIVERY TRUCKS

	Domestic	Export	Total
1957	23,066	1,230	24,296
1958	20,711	1,651	22,362
1959	31,933	1,077	33,010
1960	30,074	914	30,988
1961	31,949	1,445	33,394
1962	31,749	738	32,487
1963	33,303	792	34,095
1964	29,467	1,039	30,506
1965	41,102	866	41,968
1966	37,520	1,333	38,853
1967	36,893	1,950	38,843
1968	35,842	988	36,830
1969	48,918	1,904	50,822
1970	45,244	2,258	47,502
1971	68,211	3,886	72,097
1972	73,005	4,534	77,539
1973	82,811	5,885	88,696
1974	38,800	3,987	42,787
1975	33,019	4,000	37,019
1976	49,473	4,664	54,137
1977	52,573	3,685	56,258
1978	112,730	7,142	119,872
1979	45,395	6,422	51,817
1980	23,148	3,466	26,614
1981	25,979	3,451	29,430
1982	31,793	1,040	32,833

TRUCKS WITH 3 OR MORE AXLES

	Domestic	Export	Total
1957	23,082	2,602	25,684
1958	17,585	1,679	19,264
1959	27,349	2,165	29,514
1960	24,621	2,077	26,698
1961	24,004	1,741	25,745
1962	30,525	1,898	32,423
1963	39,847	2,374	42,221
1964	50,588	3,406	53,994
1965	57,968	4,241	62,209
1966	71,817	4,914	76,731
1967	58,745	6,424	65,169
1968	65,923	6,143	72,066
1969	81,286	12,431	93,717
1970	76,129	9,426	85,555
1971	84,027	9,314	93,341
1972	106,732	12,165	118,897
1973	124,913	14,652	139,565
1974	125,658	21,126	146,784
1975	56,772	26,682	83,454
1976	80,533	16,064	96,597
1977	124,427	13,804	138,231
1978	134,296	16,668	150,964
1979	142,646	23,315	165,961
1980	86,572	17,747	104,319
1981	83,103	16,414	99,517
1982	59,170	7,176	66,346

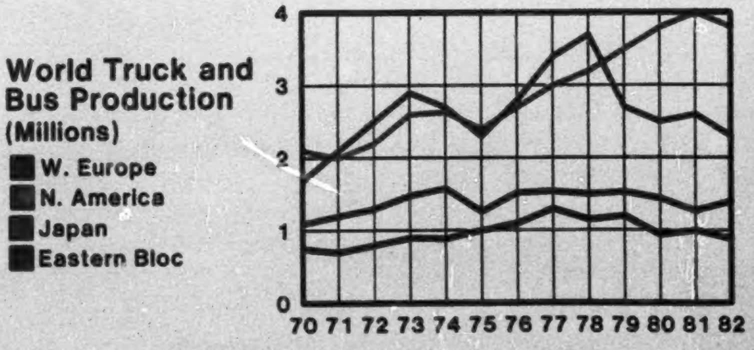
Source: Motor Vehicle Manufacturers Assn.

U. S. VAN AND LIGHT TRUCK PRODUCTION
'82 vs. '81

	Total Output 1982	Pct. of 1982 Output	Total Output 1981	Pct. of 1981 Output	Pct. Pt. Change '82 vs. '81
CHEVROLET	658,066	38.14	548,379	34.46	+ 3.68
Blazer	24,238	1.40	25,274	1.59	− 0.19
El Camino	22,621	1.31	30,185	1.90	− 0.59
Pickups	268,080	15.54	403,867	25.38	− 9.84
Chevyvan/Sportvan	98,764	5.73	63,307	3.98	+ 1.75
Suburban	34,846	2.02	25,696	1.61	+ 0.41
Compact Pickups	209,517	12.14	....	......	+12.14
CHRYSLER	121,916	7.06	98,240	6.17	+ 0.89
Ramcharger	12,996	0.76	4,436	0.28	+ 0.48
Pickups	88,600	5.13	88,886	5.58	− 0.45
Rampage	18,191	1.05	4,655	0.29	+ 0.76
Scamp	2,129	0.12	....	......	+ 0.12
Trail Duster	....	......	263	0.02	− 0.02
FORD	668,200	38.73	679,445	42.70	− 3.97
Bronco	41,500	2.41	38,268	2.41	− 0.00
Club Wagon	34,938	2.02	27,532	1.73	+ 0.29
Econoline	138,034	8.00	123,794	7.78	+ 0.22
Pickups	294,297	17.06	489,851	30.78	−13.72
Ranger	159,431	9.24	....	......	+ 9.24
GMC	193,916	11.24	135,650	8.52	+ 2.72
Jimmy	11,013	0.64	6,832	0.43	+ 0.21
Caballero	1,905	0.11	3,837	0.24	− 0.13
Suburban	23,945	1.39	14,388	0.90	+ 0.49
Pickups	143,518	8.32	100,189	6.30	+ 2.02
Vandura/Bally Vans	13,535	0.78	10,404	0.65	+ 0.13
AMC-JEEP	75,269	4.36	92,248	5.80	− 1.44
Cherokee	6,911	0.40	6,321	0.40	0.00
CJ	37,221	2.16	64,138	4.03	− 1.87
Pickups	6,113	0.35	8,048	0.51	− 0.16
Wagoneer	18,709	1.08	13,741	0.86	+ 0.22
Scrambler	6,315	0.37	....	......	+ 0.37
VOLKSWAGEN	8,086	0.47	37,392	2.35	− 1.88
Pickups	8,086	0.47	37,392	2.35	− 1.88
TOTAL	1,725,453	100.00	1,591,354	100.00	

U. S. AUTO PRODUCTION BY MONTHS

	1978	1979	1980	1981	1982
January	688,096	786,839	531,670	459,862	266,858
February	689,355	738,808	624,301	482,098	311,926
March	905,041	889,775	643,200	623,571	455,808
April	875,652	723,248	580,855	653,306	474,222
May	929,094	935,198	527,353	666,389	499,242
June	872,012	826,678	534,085	712,524	546,807
July	524,766	583,765	417,038	518,456	436,644
August	512,073	445,349	312,758	397,334	353,656
September	741,768	622,851	534,480	457,731	425,047
October	915,978	783,843	675,001	535,129	415,197
November	862,127	627,346	562,380	418,948	404,542
December	637,336	454,669	473,764	354,697	383,921
Yearly Totals	9,153,298	8,418,369	6,416,885	6,280,045	4,973,870


World Truck and Bus Production (Millions)

U. S. CAR PRODUCTION — 1982 VS. 1981

How calendar year output was shared

	Total Output 1982	Total Pct. of Output	Total Output 1981	Pct. of Total Output	Pct. pt. Change '82 vs. '81
AMERICAN MOTORS	109,552	2.20	109,319	1.74	+ 0.46
AMC Total	51,800	1.04	109,319	1.74	− 0.70
Concord	17,152	0.34	49,480	0.79	− 0.45
Spirit	12,951	0.26	35,143	0.56	− 0.30
SX-4/Eagle	21,697	0.44	24,696	0.39	+ 0.05
Renault Total	57,752	1.16	....	......	+ 1.16
Alliance	57,752	1.16	....	......	+ 1.16
CHRYSLER CORP.	600,502	12.07	749,687	11.94	+ 0.13
Plymouth Total	241,181	4.85	365,841	5.83	− 0.98
Horizon	77,572	1.56	139,353	2.22	− 0.66
Gran Fury	....	......	7,448	0.12	− 0.12
Reliant	162,053	3.26	216,901	3.45	− 0.19
Caravelle	1,556	0.03	2,139	0.04	− 0.01
Chrysler Total	114,443	2.30	57,340	0.91	+ 1.39
LeBaron	95,360	1.92	52,478	0.83	+ 1.09
Chrysler/E-Class	19,083	0.38	4,862	0.08	+ 0.30
Dodge Total	244,878	4.92	326,506	5.20	− 0.28
Omni	72,456	1.46	126,224	2.01	− 0.55
Aries	129,235	2.60	170,139	2.71	− 0.11
Diplomat	....	......	12,644	0.20	− 0.20
Dodge 400	30,481	0.61	13,817	0.22	+ 0.39
Dodge 600	12,706	0.25	....	......	+ 0.25
St. Regis	....	......	3,682	0.06	− 0.06
FORD MOTOR CO.	1,104,074	22.20	1,320,198	21.02	+ 1.18
Ford Division	690,655	13.89	892,043	14.20	− 0.31
Escort	264,972	5.33	351,437	5.59	− 0.26
Fairmont	128,519	2.58	176,246	2.81	− 0.23
Mustang	127,371	2.56	153,719	2.45	+ 0.11
LTD/Granada	132,034	2.65	103,702	1.65	+ 1.00
Thunderbird	29,336	0.59	64,328	1.02	− 0.43
Crown Victoria/Ford	2,034	0.05	40,886	0.65	− 0.60
EXP	6,389	0.13	1,725	0.03	+ 0.10
L-M Division	413,419	8.31	428,155	6.82	+ 1.49
Mercury Total	315,799	6.35	363,970	5.80	+ 0.55
Lynx	81,114	1.63	116,905	1.86	
Capri	32,704	0.66	50,336	0.80	− 0.14
Zephyr	40,406	0.81	51,868	0.83	− 0.02
Marquis/Cougar	60,811	1.22	49,831	0.79	+ 0.43
Cougar/XR-7	10,590	0.21	28,223	0.45	− 0.24
Mercury	88,404	1.78	65,720	1.05	+ 0.73
LN7	1,770	0.04	1,087	0.02	+ 0.02
Lincoln Total	97,620	1.96	64,185	1.02	+ 0.94
Continental	20,052	0.40	11,894	0.10	+ 0.30
Lincoln	47,609	0.96	26,651	0.42	+ 0.54
Mark VI	29,959	0.60	25,640	0.41	+ 0.19
GENERAL MOTORS	3,072,883	61.78	3,930,176	62.58	− 0.80
Buick Division	751,332	15.11	839,966	13.37	+ 1.74
Skyhawk	65,549	1.32	6	......	+ 1.32
Skylark	137,810	2.77	239,175	3.81	− 1.04
Century	111,698	2.25	102,968	1.64	+ 0.61
Regal	209,068	4.20	267,708	4.26	− 0.06
Buick	183,325	3.69	171,834	2.74	+ 0.95
Riviera	43,882	0.88	58,275	0.92	− 0.04
Cadillac Division	246,354	4.95	259,135	4.13	+ 0.82
Cimarron	10,404	0.21	22,308	0.36	− 0.15
Seville	22,706	0.46	23,344	0.37	+ 0.09
Eldorado	56,626	1.14	57,861	0.92	+ 0.22
Cadillac	156,618	3.14	155,622	2.48	+ 0.66
Chevrolet Division	994,178	19.99	1,463,165	23.30	− 3.31
Chevette	208,417	4.19	360,848	5.75	− 1.56
Cavalier	96,091	1.93	139,817	2.22	− 0.29
Celebrity	66,361	1.33	23,833	0.37	+ 0.96
Camaro	214,082	4.30	99,050	1.58	+ 2.72
Citation	159,069	3.20	300,653	4.79	− 1.59
Malibu	103,491	2.09	223,749	3.56	− 1.47
Monte Carlo	81,181	1.63	139,899	2.23	− 0.60
Chevrolet	42,648	0.86	147,332	2.35	− 1.49
Corvette	22,838	0.46	127,984	0.45	+ 0.01
Oldsmobile Division	759,644	15.27	825,540	13.14	+ 2.13
Omega	71,395	1.44	121,617	1.94	− 0.50
Firenza	40,642	0.82	....	......	+ 0.82
Cutlass Sup./Cutlass	202,060	4.06	361,640	5.76	− 1.70
Oldsmobile	284,439	5.71	274,373	4.37	+ 1.34
C-Ciera	126,030	2.53	24,035	0.38	+ 2.15
Toronado	35,078	0.71	43,875	0.69	+ 0.02
Pontiac Division	321,375	6.46	542,370	8.64	− 2.18
Acadian	9,993	0.21	18,138	0.29	− 0.08
2000	41,822	0.84	91,465	1.46	− 0.62
1000	34,833	0.70	88,871	1.42	− 0.72
Firebird	128,077	2.57	48,970	0.77	+ 1.80
Phoenix	45,463	0.91	96,597	1.54	− 0.63
Grand Prix	12,930	0.26	97,051	1.55	− 1.29
Bonneville	18,311	0.37	30,176	0.48	− 0.11
6000	29,946	0.60	19,011	0.30	+ 0.30
LeMans	....	......	42,027	0.67	− 0.67
Pontiac	....	......	10,064	0.16	− 0.16
HONDA	620*	0.01	....	......	+ 0.01
VOLKSWAGEN	84,246	1.69	167,755	2.67	− 0.98
CHECKER	1,993	0.05	2,910	0.05	......
Total U. S. Cars	4,973,870	100.00	6,280,045	100.00	

*—Accadians built for sale in Canada only.

U. S. CALENDAR YEAR OUTPUT

By size classification

SUBCOMPACTS

1982	1982 Total	Make	1981 Total	1981 Position
1	264,972	Escort	351,437	2
2	208,417	Chevette	360,848	1
3	84,246	Rabbit	167,755	3
4	81,114	Lynx	116,905	7
5	77,572	Horizon	139,353	5
6	72,456	Omni	126,224	6
7	57,752	Alliance	....	....
8	34,833	T1000	88,871	9
9	12,951	Spirit	35,143	10
10	9,993	Acadian	18,138	11
11	6,974	SX-4	17,421	12
12	6,389	EXP	1,725	13
13	1,770	LN7	1,087	14
14	620*	Honda	....	....
....	....	Cavalier	139,817	4
....	....	J2000	91,465	8
....	....	Skyhawk	6	15
	920,059	TOTAL	1,656,195	

COMPACTS

1982	1982 Total	Make	1981 Total	1981 Position
1	214,082	Camaro	99,050	8
2	162,053	Reliant	216,901	3
3	129,235	Aries	170,139	5
4	128,519	Fairmont	176,246	4
5	128,077	Firebird	48,970	13
6	127,371	Mustang	153,719	6
7	96,091	Cavalier	....	....
8	95,360	LeBaron	....	....
9	65,549	Skyhawk	....	....
10	41,822	J-2000	....	....
11	40,642	Firenza	....	....
12	40,406	Zephyr	51,868	10
13	32,704	Capri	50,336	11
14	30,481	D400	....	....
15	10,404	Cimarron	....	....
....	....	Citation	300,653	1
....	....	Skylark	239,175	2
....	....	Omega	121,617	7
....	....	Phoenix	96,597	9
....	....	Concord	49,480	12
....	....	Eagle	7,275	14
	1,342,796	TOTAL	1,782,026	

INTERMEDIATES

1982	1982 Total	Make	1981 Total	1981 Position
1	209,068	Regal	267,708	2
2	202,060	Cutlass	361,640	1
3	159,069	Citation	....	....
4	137,810	Skylark	....	....
5	132,034	LTD/Granada	103,702	5
6	126,030	Cutlass/Ciera	24,035	14
7	111,698	Century	102,968	6
8	103,491	Malibu	223,749	3
9	81,181	Monte Carlo	139,899	4
10	71,395	Omega	....	....
11	66,361	Celebrity	23,833	15
12	60,811	Cougar	49,831	10
13	45,463	Phoenix	....	....
14	29,946	6000	19,011	16
15	29,336	Thunderbird	64,328	8
16	19,083	Chrysler/E Class	....	....
17	18,311	Bonneville	30,176	12
18	17,152	Concord	....	....
19	14,723	Eagle	....	....
20	12,930	Grand Prix	97,051	7
21	12,706	Dodge 600	13,817	17
22	10.590	XR-7	28,223	13
23	1,556	Caravelle	2,139	19
....	....	LeBaron	52,478	9
....	....	LeMans	42,027	11
....	....	Diplomat	12,644	18
	1,672,804	TOTAL	1,659,259	

STANDARDS

1982	1982 Total	Make	1981 Total	1981 Position
1	284,439	Oldsmobile	274,373	1
2	183,325	Buick	171,834	2
3	88,404	Mercury	65,720	4
4	42,648	Chevrolet	147,332	3
5	2,034	Crown Victoria/Ford	40,886	5
6	1,993	Checker	2,910	10
....	....	Pontiac	10,064	6
....	....	Gran Fury	7,448	7
....	....	Chrysler	4,862	8
....	....	St. Regis	3,682	9
	602,843	TOTAL	729,111	

LUXURY

1982	1982 Total	Make	1981 Total	1981 Position
1	156,618	Cadillac	155,622	1
2	56,626	Eldorado	57,861	3
3	47,609	Lincoln	26,651	6
4	43,882	Riviera	58,275	2
5	35,078	Toronado	43,875	4
6	29,959	Mark VI	25,640	7
7	22,838	Corvette	27,984	5
8	22,706	Seville	23,344	8
9	20,052	Continental	11,894	10
....	....	Cimarron	22,308	9
	435,368	TOTAL	453,454	
	4,973,870	GRAND TOTAL	6,280,045	

How calendar output was shared

U. S. CAR MODEL-YEAR OUTPUT, '82 VS. '81

	1982 Model Year	Pct. of Output	1981 Model Year	Pct. of Output	Pct. Pt. Change '82 vs. '81
AMERICAN MOTORS	70,898	1.30	137,125	2.07	− 0.77
Concord	33,693	0.62	55,097	0.83	− 0.21
Spirit	20,182	0.37	44,599	0.67	− 0.30
Eagle/SX4	17,023	0.31	37,429	0.57	− 0.26
CHRYSLER CORP.	592,605	10.88	791,258	11.91	− 1.03
Plymouth Total	247,936	4.55	393,633	5.93	− 1.38
Horizon	85,356	1.57	151,415	2.28	− 0.71
Reliant	162,580	2.98	229,283	3.45	− 0.47
Gran Fury	....	0.00	8,608	0.13	− 0.13
Caravelle	....	0.00	4,327	0.07	− 0.07
Chrysler Total	103,310	1.90	56,726	0.85	+ 1.05
LeBaron	103,310	1.90	43,490	0.65	+ 1.25
Chrysler	....	0.00	13,236	0.20	− 0.20
Dodge Total	241,359	4.43	340,899	5.13	− 0.70
Omni	82,003	1.50	128,116	1.93	− 0.43
Aries	125,016	2.30	180,880	2.72	− 0.42
Diplomat	....	0.00	25,777	0.39	− 0.39
D400	34,340	0.63	....	0.00	+ 0.63
St. Regis	....	0.00	6,126	0.09	− 0.09
FORD MOTOR	1,162,642	21.34	1,395,594	21.02	+ 0.32
Ford Division	748,732	13.74	950,301	14.31	− 0.57
Mustang	130,418	2.39	182,562	2.75	− 0.36
Fairmont	127,739	2.34	160,828	2.42	− 0.08
Granada	120,323	2.21	121,341	1.82	+ 0.39
Thunderbird	45,142	0.83	86,693	1.31	− 0.48
Ford	....	0.00	78,150	1.18	− 1.18
Escort	318,418	5.85	320,727	4.83	+ 1.02
EXP	6,692	0.12	....	0.00	+ 0.12
L-M Division	413,910	7.60	445,293	6.71	+ 0.86
Mercury Total	328,597	6.03	375,756	5.66	+ 0.37
Capri	36,134	0.66	58,936	0.89	− 0.23
Zephyr	39,092	0.72	52,276	0.79	− 0.07
Cougar	56,950	1.05	53,653	0.81	+ 0.24
XR-7	16,867	0.31	37,275	0.56	− 0.25
Mercury	77,157	1.42	61,638	0.92	+ 0.50
Lynx	100,113	1.83	111,978	1.69	+ 0.14
LN7	2,284	0.04	....	0.00	+ 0.04
Lincoln Total	85,313	1.57	69,537	1.05	+ 0.52
Lincoln	35,069	0.65	32,839	0.50	+ 0.15
Mark IV	26,336	0.48	36,698	0.55	− 0.07
Continental	23,908	0.44	....	0.00	+ 0.44
GENERAL MOTORS	3,516,326	64.55	4,133,392	62.25	+ 2.30
Buick Division	739,984	13.58	856,996	12.90	+ 0.68
Skylark	144,560	2.65	262,328	3.95	− 1.30
Skyhawk J	47,918	0.88	....	0.00	+ 0.88
Century/Regal	328,383	6.03	384,467	5.79	+ 0.24
Buick	175,052	3.21	158,194	2.38	+ 0.81
Riviera	44,071	0.81	52,007	0.78	+ 0.03
Cadillac Division	235,584	4.33	240,189	3.62	+ 0.71
Cimarron	25,968	0.48	....	0.00	+ 0.48
Seville	19,998	0.37	28,631	0.43	− 0.06
Cadillac	137,600	2.53	150,915	2.28	+ 0.25
Eldorado	52,018	0.95	60,643	0.91	+ 0.04
Chevrolet Division	1,297,357	23.82	1,673,093	25.20	− 1.38
Chevette	243,463	4.47	453,982	6.84	− 2.37
Camaro	178,808	3.28	126,138	1.89	+ 1.39
Citation	165,647	3.04	413,378	6.23	− 3.19
Malibu	116,125	2.13	226,727	3.41	− 1.28
Monte Carlo	92,391	1.71	157,115	2.37	− 0.66
Chevrolet	188,178	3.45	184,992	2.79	+ 0.66
Corvette	25,407	0.47	45,631	0.69	− 0.22
Cavalier	195,024	3.58	65,130	0.98	+ 2.60
Celebrity	92,314	1.69	....	0.00	+ 1.69
Oldsmobile Division	702,340	12.89	873,678	13.16	− 0.27
Firenza	30,108	0.55	....	0.00	+ 0.55
Omega	77,469	1.42	147,918	2.28	− 0.81
Cutlass/Ciera	101,320	1.86	....	0.00	+ 1.86
Cutlass	194,337	3.57	414,588	6.24	− 2.67
Oldsmobile	265,173	4.87	268,568	4.05	+ 0.82
Toronado	33,928	0.62	42,604	0.64	− 0.02
Pontiac Division	541,061	9.93	489,436	7.37	+ 2.56
6000	40,459	0.74	....	0.00	+ 0.74
Firebird	116,364	2.13	70,899	1.07	+ 1.06
Bonneville	80,440	1.48	....	0.00	+ 1.48
Grand Prix	80,650	1.48	106,344	1.63	− 0.15
J-2000	118,859	2.18	....	0.00	+ 2.18
T1000	44,469	0.82	70,194	1.06	− 0.24
Phoenix	49,165	0.90	127,869	1.93	− 1.03
Acadian	10,655	0.20	20,363	0.30	− 0.10
Pontiac	....	0.00	19,819	0.30	− 0.30
LeMans	....	0.00	71,948	1.08	− 1.08
VOLKSWAGEN	102,664	1.89	179,635	2.71	− 0.82
CHECKER MOTORS	2,000	0.04	2,950	0.04	0.00
Total Cars, U. S.	5,447,135	100.00	6,639,954	100.00	......

MODEL RUN OUTPUT IN U. S.

BY SIZE CLASSIFICATION

1982	1982 Total	Make	1981 Total	1981 Position
		SUBCOMPACTS		
1	318,418	Escort	320,727	2
2	243,463	Chevette	453,982	1
3	102,664	Rabbit	179,635	3
4	100,113	Lynx	111,978	6
5	85,356	Horizon	151,415	4
6	82,003	Omni	128,116	5
7	44,469	T1000	70,194	7
8	20,182	Spirit	44,599	9
9	10,965	SX-4	22,943	10
10	10,655	Acadian	20,363	11
11	6,692	EXP	....	....
12	2,284	LN7	....	....
....	....	Cavalier	65,130	8
	1,027,264	TOTAL	1,569,082	
		COMPACTS		
1	195,024	Cavalier		
2	178,808	Camaro	126,138	9
3	162,580	Reliant	229,283	3
4	130,418	Mustang	182,562	4
5	127,739	Fairmont	160,828	6
6	125,016	Aries	180,880	5
7	118,859	J-2000	....	....
8	116,364	Firebird	70,899	10
9	103,310	LeBaron	....	....
10	47,918	Skyhawk	....	....
11	39,092	Zephyr	52,276	13
12	36,134	Capri	58,936	11
13	34,340	Dodge 400	....	....
14	30,108	Firenza	....	....
15	25,968	Cimarron	....	....
....	....	Citation	413,378	1
....	....	Skylark	262,328	2
....	....	Omega	147,918	7
....	....	Phoenix	127,869	8
....	....	Concord	55,097	12
....	....	Eagle	14,486	14
	1,471,678	TOTAL	2,082,878	
		INTERMEDIATES		
1	328,383	Century/Regal	384,467	2
2	194,337	Cutlass	414,588	1
3	165,647	Citation	....	....
4	144,560	Skylark	....	....
5	120,323	Granada	121,341	5
6	116,125	Malibu	226,727	3
7	101,320	C-Ciera	....	....
8	92,391	Monte Carlo	157,115	4
9	92,314	Celebrity	....	....
10	80,650	Grand Prix	106,344	6
11	80,440	Bonneville	....	....
12	77,469	Omega	....	....
13	56,950	Cougar	53,653	9
14	49,165	Phoenix	....	....
15	45,142	Thunderbird	86,693	7
16	40,459	6000	....	....
17	33,693	Concord	....	....
18	16,867	XR-7	37,275	11
19	6,058	Eagle	....	....
....	....	LeMans	71,948	8
....	....	LeBaron	43,490	10
....	....	Diplomat	25,777	12
....	....	Caravelle	4,327	13
	1,842,293	TOTAL	1,735,745	
		STANDARDS		
1	265,178	Oldsmobile	268,568	1
2	188,178	Chevrolet	184,992	2
3	175,052	Buick	158,194	3
4	77,157	Mercury	61,638	5
5	2,000	Checker	2,950	10
....	....	Ford	78,150	4
....	....	Pontiac	19,819	6
....	....	Chrysler	13,236	7
....	....	Gran Fury	8,608	8
....	....	St. Regis	6,126	9
	707,565	TOTAL	802,281	
		LUXURY		
1	137,600	Cadillac	150,915	1
2	52,018	Eldorado	60,643	2
3	44,071	Riviera	52,007	3
4	35,069	Lincoln	32,839	7
5	33,928	Toronado	42,604	5
6	26,336	Mark VI	36,698	6
7	25,407	Corvette	45,631	4
8	23,908	Continental	....	....
9	19,998	Seville	28,631	8
	398,335	TOTAL	449,968	
	5,447,135	GRAND TOTAL	6,639,954	

WHERE '83 CARS ARE BUILT

United States

AMERICAN MOTORS

Kenosha, Wis.	Concord, Spirit, Eagle, SX/4, Renault Alliance

CHRYSLER CORP.

Belvidere, Ill.	Omni, Horizon
Jefferson (Detroit)	Reliant, Aries, Dodge 400, LeBaron, Dodge 600 Caravelle, Chrysler E-Class
Newark, Del.	Reliant, Aries
St. Louis, Mo.	Reliant, Aries, Dodge 400, LeBaron, Caravelle

FORD MOTOR CO.

Atlanta	LTD, Marquis, Thunderbird
Chicago	LTD, Marquis
Dearborn	Mustang, Capri
Kansas City	Fairmont, Zephyr
Lorain, O.	Thunderbird, XR-7
Metuchen, (Edison) N. J.	Escort, Lynx
St. Louis	Grand Marquis, *Crown Victoria
San Jose	Escort, Lynx, EXP, LN7
Wayne, Mich.	Escort, Lynx
Wixom, Mich.	Lincoln, Mark, Continental

GENERAL MOTORS

Arlington, Tex.	Malibu, Monte Carlo, Regal
Baltimore, Md.	Malibu, Monte Carlo, Bonneville, Grand Prix
Bowling Green, Ky.	Corvette
Detroit	Cadillac
Doraville, Ga.	Cutlass Ciera, Century
Fairfax, Kan.	Chevrolet, Oldsmobile 88, Buick
Flint	Regal, Buick
Framingham, Mass.	Celebrity, 6000
Janesville, Wis.	Cavalier, Cimarron
Lakewood, Ga.	Chevette, Acadian
Lansing	Cutlass Supreme, Oldsmobile
Leeds, Mo.	Firenza, Skyhawk
Linden, N. J.	Seville, Cadillac, Riviera, Eldorado, Toronado
Lordstown, O.	Cavalier, 2000
Norwood, O.	Camaro, Firebird
Oklahoma City	Citation, Century
Tarrytown, N. Y.	Citation, Skylark, Phoenix
Van Nuys, Calif.	Camaro, Firebird
Willow Run, Mich.	Omega, Skylark
Wilmington, Del.	Chevette, 1000

AMERICAN HONDA MOTOR CO.

Marysville, O.	**Accord

VOLKSWAGEN OF AMERICA

Westmoreland, Pa.	Rabbit

(* Production of the Ford Crown Victoria to begin November 29, 1982).
(** Production of the Honda Accord began in the U.S. November 1, 1982).

Canada

AMERICAN MOTORS

Brampton, Ont.	Spirit, Concord, SX-4, Eagle

CHRYSLER CORP.

Windsor, Ont.	Gran Fury, Diplomat, Caravelle Salon, Cordoba, Mirada, New Yorker, Imperial

FORD MOTOR

Oakville, Ont.	Ford
St. Thomas, Ont.	Escort, Lynx, EXP, LN-7

GENERAL MOTORS

Oshawa, Ont.	Chevrolet, Celebrity, Impala, 6000, B-Pontiac
Ste. Therese, Que.	Oldsmobile, Cutlass Supreme, Grand Prix
London, Ont.	Buses

VOLVO

Halifax, N. S.	Volvo

U. S. CAR OUTPUT BY MODEL YEAR

1982	5,447,135
1981	6,639,954
1980	7,065,480
1979	9,526,024
1978	8,995,418
1977	9,159,100
1976	8,114,376
1975	6,523,880
1974	8,125,488
1973	9,915,802
1972	8,589,049
1971	7,221,290
1970	7,595,411
1969	8,440,765
1968	8,402,870
1967	7,666,898
1966	8,606,168
1965	7,882,679
1964	7,892,090
1963	7,339,992
1962	6,696,749
1961	5,407,256
1960	6,011,482
1959	5,566,527

U. S. CAR OUTPUT BY CALENDAR YEAR

1982	4,973,870
1981	6,280,045
1980	6,416,585
1979	8,418,369
1978	9,153,299
1977	9,293,674
1976	8,537,759
1975	6,740,584
1974	7,309,763
1973	9,667,118
1972	8,827,706
1971	8,557,878
1970	6,550,077
1969	8,224,267
1968	8,848,507
1967	7,412,610
1966	8,604,726
1965	9,335,208
1964	7,744,888
1963	7,644,359
1962	6,943,470
1961	5,522,004
1960	6,703,086
1959	5,599,471

WHERE '83 TRUCKS ARE BUILT

United States

GENERAL MOTORS

Arlington, Tex.	light Chevrolet and GMC trucks
Detroit	Chevrolet P-models, GMC Value vans
Flint	light-duty Chevrolet and GMC pick-ups and Suburbans, Chevrolet Blazers, GMC Jimmys
Janesville, Wis.	light-duty Chevrolet and GMC pick-ups
Lordstown, O.	Chevrolet and GMC vans
Moraine, O.	Chevrolet S-10 trucks, GMC S-15 trucks
Pontiac	light and medium-duty Chevrolet and GMC trucks, Chevrolet S-10 trucks, GMC S-15 trucks, Chevrolet and GMC small truck Blazers
Shreveport, La.	Chevrolet and GMC small truck Blazers, Chevrolet S-10 trucks, GMC S-15 trucks
St. Louis	light-duty Chevrolet and GMC pick-ups

FORD MOTOR

Kansas City	light trucks
Kentucky	medium, heavy and extra-heavy trucks
Lorain, O.	Econoline vans and wagons
Louisville, Ky.	Ranger
Norfolk, Va.	light trucks
Michigan	light trucks, Bronco
San Jose	light trucks
Twin Cities, Minn.	light trucks

CHRYSLER CORP.

Belvidere, Ill.	Rampage, pick-ups
Warren, Mich.	light-duty pick-ups, sport utility vehicles

INTERNATIONAL HARVESTER

Fort Wayne	heavy-duty trucks
Springfield, O.	medium and heavy-duty trucks, buses

AMERICAN MOTORS

Toledo, O.	Jeep CJ, Scrambler, Cherokee, Wagoneer, pick-ups

AM GENERAL

South Bend	military and postal vehicles

VOLKSWAGEN OF AMERICA

Westmoreland, Pa.	light trucks

Canada

CHRYSLER CORP.

Windsor (Pillette Rd.), Ont.	Ram van, Ram wagon, Voyager wagon

FORD MOTOR

Oakville, Ont.	light trucks

GENERAL MOTORS

Oshawa, Ont.	Chevrolet and GMC light-duty pick-ups
Scarborough, Ont.	Chevrolet and GMC vans
London, Ont.	buses

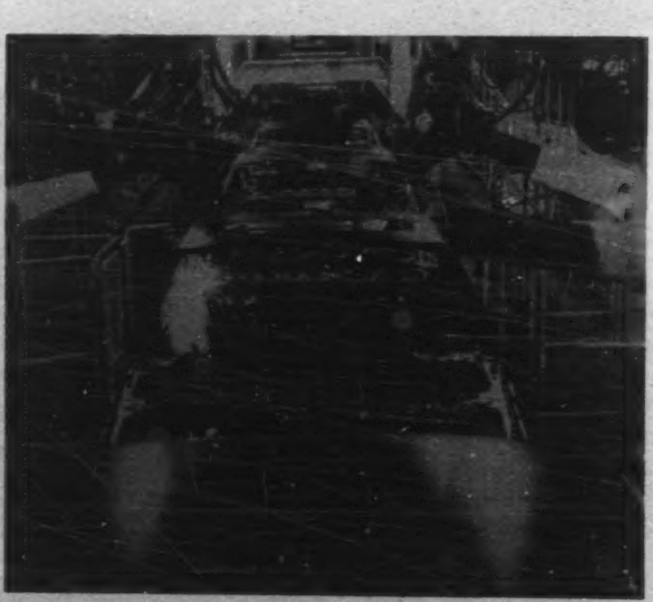
INTERNATIONAL HARVESTER

Chatham, Ont.	medium trucks, buses
Vancouver, B. C.	heavy-duty off-highway trucks

Geographical Trends in U. S. Car Output

Breakdown by States, '82 vs. '81

	Total Output 1982	Pct. of Output 1982	Overall Pos., 1982	Total Output 1981	Pct. of Output 1981	Overall Pos., 1981	Pct. Pt. Change '82 vs. '81
Michigan	1,711,081	34.40	1	1,867,175	32.44	1	+ 1.96
Delaware	370,817	7.46	2	439,094	7.63	2	− 0.17
Georgia	334,666	6.73	3	393,233	6.83	3	− 0.10
Kansas	318,935	6.41	4	256,585	4.46	8	+ 1.95
Missouri	298,477	6.00	5	275,804	4.79	6	+ 1.21
California	297,920	5.99	6	260,238	4.52	7	+ 1.47
Illinois	290,385	5.84	7	382,895	6.65	4	− 0.81
Ohio	272,067	5.47	8	216,086	3.75	11	+ 1.72
New Jersey	239,316	4.81	9	379,314	6.59	5	− 1.78
New York	176,636	3.55	10	198,471	3.45	13	+ 0.10
Wisconsin	152,327	3.06	11	253,104	4.40	9	− 1.34
Texas	142,242	2.86	12	233,480	4.06	10	− 1.20
Maryland	107,922	2.17	13	89,016	1.55	16	+ 0.62
Pennsylvania	84,246	1.69	14	167,755	2.91	14	− 1.22
Oklahoma	79,109	1.59	15	209,291	3.64	12	− 2.05
Massachusetts	74,886	1.51	16	93,386	1.62	15	− 0.11
Kentucky	22,838	0.46	17	40,886	0.71	17	− 0.25
TOTALS	4,973,870	100.00		5,755,813	100.00		



SALES/REGISTRATIONS

A continuing economic recession pushed new-car sales in the U.S. in 1982 (7,977,570) 6.4 percent below 1981 (8,531,514), and nearly 3.5 million units below record year 1973 when a total of 11,427,478 domestic and import makes were purchased. Sales of imported new cars continued their fourth straight year of increased penetration by taking a record share (27.8 percent) of the U.S. market. Retail sales of new trucks in 1982 were the highest since 1979.

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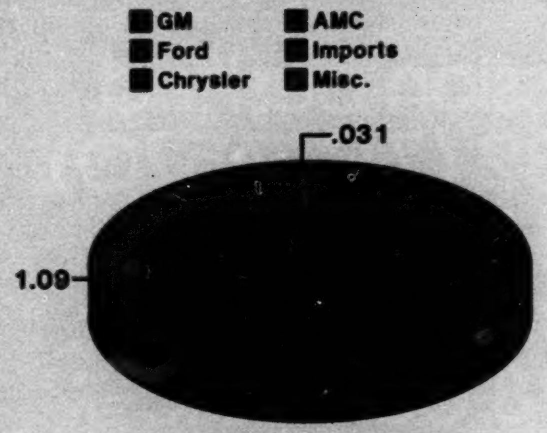
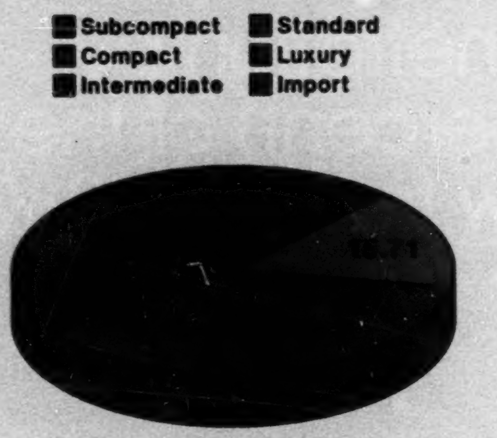
U.S. New-Car Registrations by Corporations 1982



U.S. New-Car Registrations by Size Class 1982



U. S. TRUCK REGISTRATIONS, 1982-81

	1982	Percent Share of '82 market	1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Chevrolet	758,107	31.19	650,460	29.76	+ 1.43
Ford	733,120	30.16	697,213	31.90	− 1.74
Dodge	218,078	8.97	166,363	7.61	+ 1.36
GMC	212,908	8.76	160,703	7.35	+ 1.41
Jeep	62,097	2.56	58,257	2.67	− 0.11
International	45,902	1.89	61,792	2.83	− 0.94
Mack	15,590	0.64	19,698	0.90	− 0.26
Plymouth*	10,174	0.42	14,976	0.69	− 0.27
Kenworth	7,344	0.30	10,379	0.47	− 0.17
Freightliner	7,292	0.30	9,095	0.42	− 0.12
Peterbilt	5,781	0.24	6,654	0.30	− 0.06
Mercedes-Benz	2,960	0.12	3,542	0.16	− 0.04
White	2,669	0.11	2,857	0.13	− 0.02
Volvo	763	0.03	1,644	0.08	− 0.05
Western Star	638	0.03	780	0.04	− 0.01
Autocar	596	0.03	1,125	0.05	− 0.02
Miscellaneous**	346,452	14.25	319,951	14.64	− 0.39
TOTALS	2,430,471	100.00	2,185,489	100.00	.....

★—No registrations for Oklahoma, 1982 and 1981.
* Plymouth trucks are Trail Duster, Voyager and Arrow.
**Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. NEW-CAR REGISTRATIONS, 1982-81

	1982	1981
AMC Spirit	16,797	33,842
Concord	23,000	43,198
Concord SW	8,565	15,005
Eagle 4WD	5,801	6,650
Eagle 4WD SW	19,019	17,225
Eagle SX4 4WD	10,887	17,535
TOTAL AMC	84,069	133,455
Chrysler LeBaron '81		32,598
LeBaron '81 SW		5,232
LeBaron FWD	77,325	9,129
LeBaron SW FWD	8,659	1
E Class/NY FWD	7,953	
Cordoba	15,372	25,114
Newport		4,131
New Yorker '81		5,659
NY/NY Fifth Ave.	59,966	5,301
Imperial	2,603	4,940
Total	171,878	92,105
Plymouth Horizon FWD	72,436	130,106
Turismo FWD	10,457	
Reliant FWD	104,199	143,765
Reliant SW FWD	41,017	53,751
Gran Fury '81		6,721
Gran Fury	15,410	1,348
Total	243,519	335,691
Dodge Omni FWD	62,958	110,209
Charger FWD	15,214	
Aries FWD	77,921	111,859
Aries SW FWD	33,725	40,704
Dodge 400 FWD	27,466	2,843
Diplomat	23,094	23,799
Diplomat SW	74	2,631
Mirada	7,172	14,695
Dodge 600 FWD	4,559	
St. Regis		5,084
Total	252,183	311,824
TOTAL CHRYSLER CORP.	667,580	739,620
Ford Escort FWD	248,882	175,798
Escort SW FWD	79,983	110,174
EXP FWD	38,421	51,685
Pinto		9,368
Pinto SW		2,770
Fairmont	129,439	144,683
Fairmont SW	2,057	44,647
Tempo FWD	9	
Granada	61,945	97,899
Granada SW	33,606	6,853
LTD	14,478	
LTD SW	4,752	
LTD '82	44,349	50,256
LTD Crn. Victoria	53,183	39,648
LTD Crn. Vict. SW	21,027	19,237
Mustang	115,095	153,211
Thunderbird	42,244	69,083
Total	889,470	975,312
Lincoln Town Car	40,087	28,695
Mark VI	25,929	29,265
Continental	21,804	3,815
Total	87,820	61,775
Mercury Lynx FWD	73,526	61,769
Lynx SW FWD	20,434	31,983
LN7 FWD	12,829	17,210
Capri	30,162	47,553
Bobcat		2,122
Bobcat SW		487
Zephyr	40,256	42,489
Zephyr SW	815	11,189
Cougar	26,632	42,597
Cougar SW	13,150	3,284
Marquis	5,189	
Marquis SW	2,677	
Marquis '82	7,292	7,686
Marquis Brougham '82	14,486	12,575
Grand Marquis	41,419	24,303
Marquis '82 SW/G Mrq. SW	9,868	7,124
XR7	15,558	28,497
Total	316,293	340,868
Lincoln-Mercury Div. Total	404,113	402,643
TOTAL FORD MOTOR CO.	1,293,583	1,377,955
Buick Skylark FWD	143,012	200,350
Skyhawk FWD	44,141	
Skyhawk SW FWD	845	
Century FWD	96,548	1,812
Regal/Century	207,111	316,998
Regal/Century SW	14,372	15,060
LeSabre	29,791	22,782
LeSabre Limited	61,904	46,962
Electra	57,930	56,264
Buick SW	14,918	10,855
Riviera FWD	43,099	47,221
Total	713,671	718,304
Cadillac deVille	109,584	99,179
Cimarron FWD	13,195	13,406
Fleetwood & Chas.	38,627	35,586
Eldorado FWD	55,761	53,233
Seville FWD	23,030	23,054
Total	240,197	224,458
Chevrolet Chevette	229,164	347,488
Camaro	173,686	93,706
Monza		16,088
Cavalier FWD	91,170	55,107
Cavalier SW FWD	26,940	17,031
Citation FWD	184,396	302,301
Malibu	64,998	153,396
Malibu SW	42,766	56,126
Celebrity FWD	96,799	935
Monte Carlo	95,619	159,863
Impala	49,619	61,165
Caprice	101,990	99,230
Chevrolet SW	44,015	45,018
Corvette	21,462	29,637
Total	1,222,624	1,437,091
Oldsmobile Omega FWD	71,711	109,189
Firenza FWD	26,004	
Firenza SW FWD	806	
Cutlass Ciera FWD	109,942	2,007
Cutlass Salon '81		155,088
Cutlass Sup./Calais '81		263,425
Cutlass Sup./Calais	256,025	22
Cutlass SW	20,003	30,598
Delta 88	8,387	11,759
Delta Royale	145,723	124,690
98	85,005	79,932
Oldsmobile SW	19,729	17,319
Toronado FWD	32,367	36,863
Total	775,702	830,892
Pontiac 1000	49,286	53,365
Firebird	98,114	51,576
Sunbird		28,203
2000 FWD	47,425	40,479
2000 SW FWD	8,277	6,971
Phoenix FWD	48,130	83,299
LeMans/Bonneville	58,751	51,499
LeMans/Bonneville SW	14,182	22,691
6000 FWD	52,687	864
Grand Prix	80,158	126,714
Catalina	453	6,053
Bonneville '81	1,711	37,944
Bonneville Brougham '81	1,500	29,441
Pontiac SW	475	7,837
Total	461,149	546,936
TOTAL GM CORP.	3,413,343	3,757,681
(Checker)	2,151	2,939
Misc. Domestic	2,499	3,528
Domestic Station Wgn. Total	506,756	601,803
Domestic Grand Total	5,461,074	6,012,239
Import Total	2,293,268	2,431,680
Grand Total All Registrations	7,754,342	8,443,919

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations for Oklahoma not available.

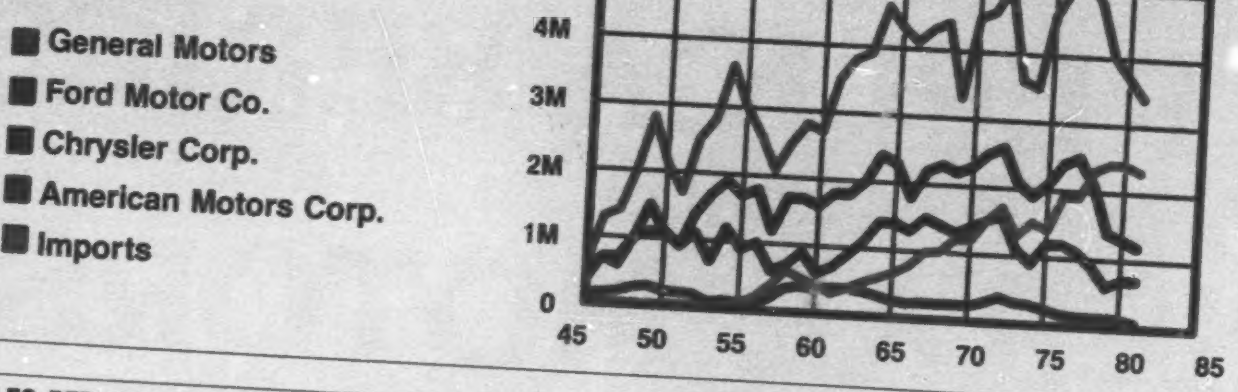
SALES PER OUTLET BY MAKE, 1961-1982

	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961
Oldsmobile	254	263	251	286	302	294	272	192	158	241	206	200	139	191	184	161	168	175	147	135	125	93
Buick	247	244	239	234	256	245	244	171	141	224	198	200	160	220	203	182	183	195	154	145	128	93
Chevrolet	238	259	303	364	394	381	350	302	332	408	352	355	268	326	323	307	330	365	317	319	305	231
Ford	197	197	204	269	326	335	308	276	318	380	345	337	323	321	303	250	321	317	273	240	223	199
Volkswagen†	164	241	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Pontiac	162	179	195	241	277	249	233	155	151	244	204	204	163	235	258	244	240	238	197	173	150	105
Cadillac	157	144	133	193	215	207	190	166	138	178	150	154	101	149	126	128	119	112	88	91	86	80
Mercury	125	127	117	172	195	172	143	119	117	145	133	119	116	132	140	115	122	132	123	114	129	123
Dodge	105	126	108	133	158	162	166	117	149	186	166	167	158	164	177	154	173	168	157	144	96	86
Plymouth	98	129	97	110	133	143	174	127	176	216	187	185	186	174	186	165	157	166	138	131	96	88
Chrysler	66	35	50	76	89	96	86	70	36	51	52	48	44	59	61	58	66	59	42	38	41	37
Lincoln	64	43	45	80	115	112	76	62	56	76	60	45	41	44	47	31	46	41	36	31	31	30
AMC	53	85	88	97	105	112	140	177	176	205	141	114	109	104	112	100	104	115	125	139	139	125
Renault††	51	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Imperial*	6	11	6	—	—	—	—	—	—	—	—	—	4	13	11	11	10	12	15	11	10	9

† Volkswagen counted as domestic since 1981.
†† Renault counted as domestic since 1982.
* Imperial marketed as Chrysler nameplate 1971-75. Not sold 1976-1979.

U.S. Registrations Since WW II

(Millions)



SALES PER OUTLET BY MAKE: DOMESTICS

Sales per U.S. new-car franchise

	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973
Oldsmobile	254	263	251	286	302	294	272	192	158	241
Buick	247	244	239	234	256	245	244	171	141	224
Chevrolet	238	259	303	364	394	381	350	302	332	408
Ford	197	197	204	269	326	335	308	276	316	380
Volkswagen	164	241†	—	—	—	—	—	—	—	—
Pontiac	162	179	195	241	277	249	233	155	151	244
Cadillac	157	144	133	193	215	207	190	166	138	178
Mercury	125	127	117	172	195	172	143	119	117	145
Dodge	105	126	108	133	158	162	166	117	149	186
Plymouth	98	129	97	110	133	143	174	127	176	216
Chrysler	66	35	50	76	89	96	86	70	36	51
Lincoln	64	43	45	80	115	112	76	62	56	76
AMC	53	85	88	97	105	112	140	177	176	205
Renault	51††	—	—	—	—	—	—	—	—	—
Imperial	6	11	6	—	—	—	—	—	—	—

† VW was considered an import prior to 1981. Includes U. S. and imported cars.
†† Renault now classified as domestic. Includes U. S. and imported cars.

TRUCK REGISTRATIONS PER OUTLET

	1982	1981	1980	1979	1978	1977	1976
Ford	156	142	152	201	233	199	169
Chevrolet	146	120	129	161	215	187	188
GMC	96	63	70	106	121	102	93
Dodge	83	64	89	115	141	145	129
Mack	66	81	88	116	105	100	46
Peterbilt	66	75	58	76	86	121	51
Kenworth	61	80	93	124	128	139	66
International	49	52	56	74	70	65	52
Freightliner	41	50	55	72	62	......	......
Jeep	40	34	45	77	93	71	67
White	23	24	33	51	54	83	47
Mercedes-Benz	17	21	......	......	......	......	......
Volvo	7	14	8	......	......	......	......
Plymouth*	4	6	12	17	7	2	1

*—Plymouth trucks are four-wheel-drive Trail Duster, Arrow and Scamp compact pickups and Voyager window vans.
NOTE—White totals include Autocar and Western Star, and Freightliner prior to 1978.

SALES PER OUTLET BY MAKE: TOTAL U.S. MARKET

	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973
Toyota	484	528	541	485	423	479	347	295	251	307
Honda	455	470	496	488	396	339	252	214	109	132
Nissan	428	421	475	445	323	384	279	280	200	250
Oldsmobile	254	263	251	286	302	294	272	192	158	241
Buick	247	244	239	234	256	245	244	171	141	224
Chevrolet	238	259	303	364	394	381	350	302	332	408
Mazda	213	218	213	213	114	95	69	154	82	357
Ford	197	197	204	269	326	335	308	276	318	380
Subaru	195	201	181	175	145	118	76	72	41	71
Volvo	185	159	140	136	120	103	89	126	120	145
Volkswagen†	164	241	264	274	213	252	187	232	283	401
Pontiac	162	179	195	241	277	249	233	155	151	244
Mercedes	161	154	132	130	115	119	107	112	98	110
Cadillac	157	144	133	193	215	207	190	166	136	178
BMW	132	112	103	98	92	93	89	68	60	54
Mercury	125	127	117	172	195	172	143	119	117	145
Audi	108	118	97	98	95	85	79	124	150	168
Dodge	105	126	108	133	158	162	166	117	149	186
Plymouth	98	129	97	110	133	143	174	127	176	216
Isuzu	77	98	......	......	......	......	......	......	......	......
Chrysler	66	35	50	76	89	96	86	70	36	51
Lincoln	64	43	45	80	115	112	76	62	56	76
Saab	60	47	44	46	48	42	29	35	33	46
Mitsubishi	59	......	......	......	......	......	......	......	......	......
AMC	53	85	88	97	105	112	140	177	176	205
Renault ††	51	22	24	44	47	46	24	26	28	27
Jaguar	49	20	11	14	17	15	13	11	6	12
Porsche	44	35	32	43	54	65	47	54	71	87
Peugeot	43	51	42	42	32	35	32	42	29	17
Fiat	30	59	61	90	89	93	85	140	105	87
Alfa Romeo	17	16	19	18	35	39	29	30	25	25
Dodge Colt	16	19	24	27	21	37	26	33	25	23
Plymouth Colt	15	19	27	22	15	28	—	—	......	......
DeLorean	8	......	......	—	......	......	......	......	......	......
Imperial	6	11	6	......	......	......	......	......	......	......
Challenger	6	6	6	7	9	......	......	......	......	......
Sapporo	5	6	5	5	......	......	......	......	......	......

† Volkswagen listed as domestic make since 1981. Includes imports.
††Renault joined domestics in 1982. Average includes imported Renaults and U. S.-built Alliances.

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IMPORTED CAR SALES

	1982	1981
Alfa Romeo	2,194	2,301
Audi	45,954	50,817
BMW	52,393	41,761
Challenger	14,128	12,690
Colt/Champ	37,129	42,128
Colt	37,902	42,796
Datsun	470,246	464,805
DeLorean	2,830	3,009
Fiat	14,113	32,185
Fiesta	......	32,856
Honda	365,865	370,705
Isuzu	15,462	17,805
Jaguar	10,349	4,695
Lancia	1,174	1,068
Mazda	163,150	166,088
Mitsubishi	3,950	......
Mercedes-Benz	65,963	63,059
MG	......	3,712
Peugeot	14,323	16,937
Porsche	14,407	11,241
Renault	37,540	30,869
Rover	......	781
Saab	18,463	14,613
Sapporo	13,068	13,326
Subaru	150,335	152,062
Toyota	530,246	576,491
Triumph	......	9,768
Volkswagen	67,352	82,173
Volvo	72,374	64,477
TOTAL	2,220,910	2,325,218

*Not available

BIG THREE TRUCK SALES

Ford

	1982	1981
Vans	125,478	108,658
Club Wagon	33,668	24,669
Ranger	104,396	......
Courier	32,967	63,925
Bronco	41,228	35,680
Conventional Pickups	408,899	432,134
Mediums	44,911	42,087
Heavies		9,896

Chevrolet

	1982	1981
Vans	101,932	86,727
Sportvan	15,843	13,576
S-10	177,758	15,473
S-10 Blazer	8,161	......
LUV	22,304	61,724
El Camino	22,732	33,086
Blazer	24,103	21,399
Suburban	28,004	19,518
Conventional Pickups	393,277	403,487
Mediums	14,691	20,638

Chrysler

	1982	1981
Vans	60,780	49,639
Voyager	4,715	4,739
Ram Wagon	28,486	19,985
Scamp	691	......
Rampage	17,067	......
Arrow	[illegible]	8,728
Ram-50	34,614	25,174
Trail Duster	244	1,624
Ramcharger	11,504	5,209
Conventional Pickups	82,452	71,523

GMC

	1982	1981
Vans	27,861	22,982
Caballero	2,573	3,994
S-15 Jimmy	1,229	......
S-15	39,358	2,314
Jimmy	6,574	4,689
Suburban	9,490	4,349
Conventional Pickups	109,762	97,539
P models	3,765	3,454
Mediums	20,123	20,347
Heavies	8,399	11,823

DOMESTIC CAR SALES

	1982	1981
Renault Alliance	30,173	......
Spirit	16,182	33,504
Concord	30,872	59,846
Pacer	......	111
Eagle	35,206	43,221
AMERICAN MTRS.*	112,433	136,682
Horizon	46,907	75,377
Turismo/TC3	39,704	51,815
Reliant/Volare	146,762	196,997
Plymouth	18,255	1,409
Total Plymouth	251,628	325,598
LeBaron	......	36,311
LeBaron K	98,575	10,680
Cordoba	15,828	23,904
N. Yorker 5th Av.	62,725	5,894
E-Class	9,122	......
Chrysler N. Y. E	119	17,080
Total Chrysler	176,369	93,869
Total Imperial	2,601	4,649
Omni	40,002	56,038
Charger/024	41,275	51,743
Aries/Aspen	113,076	149,653
Dodge 400	28,946	3,150
Diplomat	24,866	25,598
Mirada/Magnum	7,316	13,947
Dodge 600	5,624	......
Dodge St. Regis	......	5,628
Total Dodge	261,105	305,757
CHRYSLER CORP.	691,703	729,873
Pinto	......	10.037
EXP	39,021	54,502
Escort	337,667	284,907
Mustang	119,526	154,985
Fairmont	138,056	182,909
Granada	94,750	106,996
Thunderbird	42,585	69,775
LTD '83	26,820	......
Ford Crn. Victoria	126,065	113,109
Ford Division	925,490	977,220
Bobcat	......	2,169
LN7	13,107	18,217
Lynx	95,959	92,809
Zephyr	42,363	50,603
Cougar/Monarch	40,829	46,750
XR-7	15,609	28,706
Capri	31,280	47,151
Marquis '83	10,645	......
Merc. Gd. Marq.	77,348	53,145
TOTAL Mercury	327,142	339,550
Cont./Versailles	22,611	4,919
Lincoln	42,537	29,178
Mark VI	27,920	29,733
Total Lincoln	93,068	63,830
L-M Division	420,208	403,380
FORD MOTOR	1,345,698	1,380,600
Skyhawk	46,942	......
Skylark	141,766	200,460
Century FD	99,873	2,691
Regal Sedan	78,860	123,676
Regal Coupe	143,309	208,329
LeSabre	108,989	82,263
Electra	59,599	57,234
Riviera	43,673	47,964
Buick Division	723,011	722,617
Cimarron	13,774	14,604
Seville	24,029	22,724
Cadillac	154,229	138,948
Eldorado	57,263	54,389
Cadillac Division	249,295	230,665
Chevette	231,927	346,307
Cavalier/Monza	121,392	88,072
Citation/Nova	186,782	300,184
Camaro	182,848	94,606
Celebrity	101,311	1,361
Malibu	110,736	211,130
Monte Carlo	98,954	161,158
Chevrolet	204,193	210,424
Corvette	22,477	29,039
Chevrolet Division	1,260,620	1,442,218
Firenza/Starfire	28,282	......
Omega	72,392	109,981
Cutlass Ciera	113,921	2,882
Cutlass	......	187,952
Supreme	280,566	266,070
Olds 88	180,840	158,662
Olds 98	89,222	84,583
Toronado	34,362	38,609
Oldsmobile Div.	799,585	848,739
T-1000	51,257	55,868
J-2000/Sunbird	57,048	75,884
Phoenix	49,527	82,285
Firebird	105,686	52,188
6000	55,794	1,325
Bonne./LeMans	76,063	73,988
Grand Prix	83,598	128,236
Pontiac	4,176	82,620
Pontiac Division	483,149	552,394
GENERAL MOTORS	3,515,660	3,796,626
VOLKSWAGEN	91,166	162,445
DOMESTIC TOTAL	5,756,660	6,206,296
IMPORT TOTAL	2,220,910	2,325,218
INDUSTRY TOTAL	7,977,570	8,531,514

*—AMC does not issue a complete breakdown for 10-day periods.

SALES PER OUTLET BY MARKET CLASS

SUBCOMPACT

1982 Position		1981 Position
1—94	Rabbit	160— 1
2—72	Escort	57— 3
3—43	Chevette	63— 2
4—37	Lynx	34— 6
5—34	Horizon/TC3	50— 4
6—33	Omni/024	45— 5
7—23	Cavalier	16—10
7—23	Alliance	....†
9—19	2000	25— 7
10—17	1000	2—13
11—16	Skyhawk	....†
12—10	Spirit	20— 8
13— 9	EXP	11—11
13— 9	Firenza	....†
15— 5	LN7	7—12

COMPACT

1982 Position		1981 Position
1—58	Reliant	78— 1
2—48	Skylark	68— 2
3—46	Aries	62— 3
4—36	Citation	29— 4
5—35	Firebird	16—14
6—34	Camaro	17—13
7—30	Fairmont	37— 5
8—25	Mustang	31— 8
9—23	Omega	34— 7
9—23	Eagle	26— 9
11—20	Concord	37— 5
12—16	Phoenix	26— 9
12—16	Zephyr	19—11
14—12	Capri	18—12

INTERMEDIATE

1982 Position		1981 Position
1—89	Cutlass Sup./Sedan	141— 1
2—78	Regal Coupe/Sedan	113— 2
3—36	Cutlass Ciera	1—17
4—34	Century	1—17
5—33	LeBaron (FWD)	4—15
6—28	Grand Prix	42— 3
7—25	Bonneville	27— 8
8—24	New Yorker	2—18
9—21	Malibu	38— 4
10—20	Granada	22— 7
11—19	Monte Carlo	29— 5
11—19	Celebrity	....†
13—18	6000	....†
14—16	Cougar	17— 8
15—11	Dodge 400	1—17
16—10	Diplomat	11—11
17— 9	Thunderbird	14— 9
18— 7	Gran Fury	1—17
19— 6	XR-7	11—11
19— 6	Cordoba	9—13
19— 6	'83 LTD	....†
22— 4	'83 Marquis	....†
23— 3	E-Class	....†
23— 3	Mirada	6—14
25— 2	Dodge 600	....†

STANDARD

1982 Position		1981 Position
1—86	Oldsmobile 88/98	76— 1
2—58	LeSabre/Electra	47— 2
3—38	Chevrolet	38— 3
4—29	Grand Marquis	20— 6
5—26	Crown Victoria	23— 5
6— 1	'81 Bonneville	27— 4
....	Chrysler	7— 7
....	Gran Fury	3— 8
....	St. Regis	2— 9

LUXURY

1982 Position		1981 Position
1—97	Cadillac	87— 1
2—36	Eldorado	34— 2
3—29	Lincoln	20— 4
4—19	Mark VI	21— 3
5—16	Seville	15— 6
6—15	Riviera	16— 5
6—15	Continental	3—11
8—11	Toronado	12— 7
9— 9	Cimarron	9— 9
10— 6	Imperial	11— 8
11— 4	Corvette	5—10

† New nameplates

MARKET-CLASS COMPARISONS

(BY MONTH, JANUARY, 1975 - FEBRUARY, 1983 — BY YEAR, 1971 - 1982

		Subcompact	Compact	Intermediate	Standard	Luxury	Import	Total Sales
January	1975	14.43	23.90	20.38	17.47	4.03	19.81	577,035
	1976	11.74	24.84	26.40	18.76	4.84	13.42	678,893
	1977	8.81	20.30	28.08	20.57	5.21	17.03	724,725
	1978	9.75	21.67	24.66	18.31	4.99	20.62	686,396
	1979	12.27	20.12	23.98	18.93	6.97	17.73	783,489
	1980	14.38	19.68	21.13	12.65	5.14	27.02	805,378
	1981	16.42	19.68	21.49	10.41	4.59	27.41	647,197
	1982	16.22	17.31	19.95	10.15	5.29	31.08	534,310
	1983	11.32	14.97	24.67	12.98	5.37	30.69	595,746
February	1975	14.62	26.86	18.39	15.02	3.56	21.55	682,838
	1976	10.54	25.14	26.81	18.70	4.62	14.19	758,249
	1977	7.94	20.86	27.65	20.61	5.15	17.79	810,078
	1978	10.49	21.36	25.24	19.25	4.60	19.15	776,672
	1979	14.19	20.99	21.81	16.85	6.49	19.67	841,262
	1980	15.33	20.72	20.07	12.46	4.33	27.09	810,905
	1981	18.59	20.43	19.41	8.61	4.14	28.82	763,664
	1982	18.91	20.20	19.19	8.96	5.02	27.72	632,203
	1983	11.79	14.85	24.68	13.87	5.17	29.64	628,853
March	1975	10.81	22.80	22.37	17.98	4.33	21.71	668,522
	1976	9.24	25.28	27.48	19.30	4.92	13.78	945,777
	1977	7.04	21.22	28.60	20.83	4.92	17.39	1,083,819
	1978	10.45	21.56	25.99	18.73	5.19	18.08	1,077,850
	1979	15.10	20.62	20.53	15.43	5.76	22.53	1,115,671
	1980	16.33	22.51	21.27	10.96	3.82	25.09	894,636
	1981	16.06	24.63	22.38	7.83	3.79	25.29	962,405
	1982	18.86	20.42	20.83	9.21	4.78	25.90	776,793
April	1975	10.03	19.85	24.76	18.83	5.06	21.47	659,197
	1976	9.58	24.58	27.87	19.35	4.92	13.70	913,124
	1977	7.65	21.08	27.01	19.62	4.57	20.07	1,028,369
	1978	10.00	22.23	26.25	19.41	4.85	17.26	1,042,940
	1979	12.98	24.21	20.70	14.20	5.26	22.65	987,302
	1980	15.34	21.99	21.04	10.35	4.09	27.19	742,607
	1981	15.68	19.62	20.10	10.54	5.13	28.93	750,977
	1982	15.48	17.96	23.14	12.10	5.91	25.41	668,463
May	1975	9.82	22.58	25.55	18.43	5.06	18.56	740,132
	1976	9.58	23.97	28.09	19.84	4.70	13.82	920,427
	1977	7.73	20.65	27.39	18.86	4.49	20.88	1,053,393
	1978	10.16	21.34	26.93	19.60	5.04	16.93	1,159,185
	1979	13.52	24.38	19.85	13.48	4.49	24.27	1,052,169
	1980	13.91	22.27	19.92	11.14	4.41	28.35	695,606
	1981	17.20	19.04	20.06	10.32	4.80	28.58	733,763
	1982	16.04	17.78	24.09	11.63	5.94	24.52	773,864
June	1975	11.02	23.15	24.72	17.22	4.35	19.54	769,028
	1976	10.12	24.24	27.50	20.68	4.29	13.19	955,146
	1977	8.31	21.44	28.15	19.96	4.48	17.66	1,116,214
	1978	9.59	21.79	27.50	20.21	4.43	16.48	1,137,249
	1979	13.75	24.89	21.20	13.56	4.13	22.47	904,000
	1980	14.52	21.32	21.30	11.69	4.02	27.15	701,345
	1981	17.34	19.51	19.69	10.53	4.52	28.41	723,342
	1982	15.13	16.68	21.47	11.19	4.92	30.61	650,523
July	1975	13.93	23.09	23.53	15.78	4.04	19.63	792,117
	1976	10.63	24.20	26.55	19.89	3.97	14.76	864,380
	1977	7.78	21.24	26.61	20.21	4.27	19.89	912,523
	1978	9.45	21.20	27.10	19.50	4.70	18.02	929,352
	1979	13.71	23.11	21.98	14.50	4.54	22.18	884,579
	1980	14.30	19.49	20.71	11.34	4.40	29.76	771,991
	1981	16.76	20.27	18.47	10.49	4.42	29.59	706,040
	1982	16.07	16.09	20.59	10.77	4.80	31.68	629,272
August	1975	13.17	23.76	22.43	14.84	3.97	21.81	683,326
	1976	11.75	25.58	24.83	15.24	3.05	19.10	760,909
	1977	9.55	20.64	23.69	19.83	4.36	21.93	930,422
	1978	10.62	20.48	26.31	16.62	4.42	21.55	957,260
	1979	10.33	21.72	23.69	16.68	4.59	22.99	915,550
	1980	16.77	19.30	20.75	10.17	4.03	28.98	664,928
	1981	18.62	20.70	20.61	10.53	4.69	24.85	800,725
	1982	16.07	16.75	19.46	10.09	4.89	32.74	608,752
September	1975	10.49	22.25	25.13	18.14	5.36	18.63	725,496
	1976	10.00	25.32	26.58	15.05	4.79	18.26	803,300
	1977	10.55	20.00	21.58	21.85	5.34	20.68	827,800
	1978	10.65	21.60	26.35	16.02	5.35	20.03	828,150
	1979	9.51	24.63	24.12	14.92	4.56	22.24	772,312
	1980	17.15	18.82	22.38	9.78	4.27	27.60	870,901
	1981	18.69	19.33	21.64	10.73	5.15	24.46	686,413
	1982	19.10	15.42	21.62	10.85	5.80	27.21	671,051
October	1975	12.98	22.36	25.65	20.55	5.57	12.89	888,046
	1976	8.09	22.49	29.27	19.15	5.18	15.82	867,416
	1977	9.02	23.26	25.63	21.92	6.00	14.17	1,013,520
	1978	8.85	23.01	27.85	19.48	6.33	14.48	1,033,680
	1979	13.09	20.91	25.93	14.58	6.40	19.09	890,827
	1980	16.02	21.52	24.97	10.77	5.12	21.60	846,776
	1981	17.58	19.96	21.79	10.34	6.08	24.23	648,184
	1982	14.98	16.43	22.99	13.17	6.77	25.68	656,250
November	1975	13.01	23.15	26.32	20.41	5.45	11.66	741,103
	1976	9.13	22.29	28.25	20.47	5.69	14.17	839,772
	1977	9.41	21.36	26.44	20.55	5.96	16.28	880,762
	1978	9.35	22.21	25.99	20.12	7.01	15.32	908,825
	1979	11.92	20.82	24.20	14.17	6.71	22.18	770,052
	1980	15.42	22.20	22.26	10.84	5.15	24.13	697,635
	1981	17.20	20.33	19.44	11.04	5.83	26.16	584,665
	1982	16.58	17.79	22.33	12.00	6.40	24.90	743,205
December	1975	12.95	21.56	25.45	19.81	5.75	14.48	700,743
	1976	8.87	21.31	28.34	22.06	5.52	13.90	806,557
	1977	9.24	21.36	25.20	19.68	5.74	18.78	795,291
	1978	10.19	22.00	24.56	19.54	7.62	16.09	769,352
	1979	12.50	20.91	21.69	14.94	6.35	23.61	725,317
	1980	15.51	21.41	20.23	10.51	4.97	27.37	649,101
	1981	14.65	16.57	19.58	11.29	6.30	31.81	522,816
	1982	15.93	16.67	20.27	11.72	6.32	29.09	631,875
Total for Year	1971	7.42	15.79	20.84	37.07	3.66	15.22	10,234,027
	1972	8.17	15.34	22.59	35.38	3.76	14.76	10,935,365
	1973	10.74	16.77	23.37	29.80	3.94	15.83	11,427,478
	1974	10.60	22.72	24.41	22.72	3.71	15.85	8,851,265
	1975	12.26	22.92	23.85	17.94	4.74	18.29	8,627,883
	1976	9.90	24.12	27.76	18.80	4.87	14.78	*10,092,573
	1977	8.52	21.18	26.40	20.37	5.00	18.55	*11,179,554
	1978	8.77	22.90	26.60	18.42	5.62	17.89	*11,303,909
	1979	12.86	20.89	23.79	15.14	5.47	21.86	*10,641,679
	1980	15.41	20.96	21.37	11.09	4.45	26.69	8,973,345
	1981	17.11	20.22	20.40	10.16	4.86	27.25	8,531,531
	1982	16.65	17.51	19.03	13.39	5.56	27.84	7,977,570

*—Import yearly total adjusted in each grand total.

REGISTRATION RECORDS

Best years for new vehicles

CARS

1973	11,350,995
1978	10,946,104
1977	10,826,234
1972	10,487,794
1979	10,356,695
1971	9,830,626
1976	9,751,485
1969	9,446,524
1968	9,403,862
1965	9,313,912
1966	9,008,488
1980	8,760,937
1974	8,701,094
1981	8,443,919
1970	8,388,204
1967	8,357,421
1975	8,261,840
1964	8,065,150
1982	7,754,342
1963	7,558,717
1955	7,169,908
1962	6,938,863
1960	6,576,650
1950	6,326,438
1959	6,041,275
1957	5,982,342
1956	5,955,248
1961	5,854,747
1953	5,738,989

TRUCKS

1978	3,963,340
1977	3,509,328
1979	3,472,209
1976	3,058,009
1973	3,029,074
1974	2,656,918
1972	2,513,952
1980	2,476,777
1982	2,430,471
1975	2,387,417
1981	2,185,489
1971	1,993,186
1969	1,888,812
1970	1,790,177
1968	1,775,801
1966	1,610,450
1965	1,518,426
1967	1,510,289
1964	1,361,772
1963	1,244,224
1950	1,142,307
1962	1,066,725
1948	1,035,174
1951	1,003,850
1949	961,961
1955	957,001
1960	943,485
1959	942,133

DOMESTIC SALES

Retail sales of U. S. new cars

1958	4,289,089
1959	5,485,524
1960	6,142,402
1961	5,556,102
1962	6,752,919
1963	7,334,200
1964	7,616,858
1965	8,763,197
1966	8,376,993
1967	7,567,884
1968	8,624,819
1969	8,464,375
1970	7,115,537
1971	8,676,284
1972	9,321,502
1973	9,669,689
1974	7,448,921
1975	7,050,120
1976	8,606,573
1977	9,104,454
1978	9,307,996
1979	8,315,622
1980	6,578,275
1981	6,206,296
1982	5,756,660

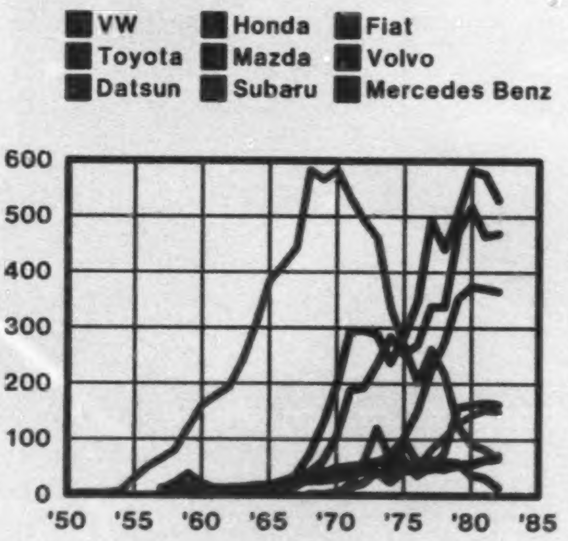
IMPORTED NEW-CAR SALES IN U. S. SINCE 1974

	1982	1981	1980	1979	1978	1977	1976	1975	1974
Alfa Romeo	2,194	2,301	3,000	4,011	6,237	6,712	5,283	5,342	3,139
Audi	45,954	50,817	42,483	42,709	40,878	35,854	33,316	50,680	50,432
BMW	52,393	41,761	37,017	34,521	31,457	28,776	26,040	19,419	15,007
Capri	—	—	—	—	4,079	22,458	29,904	54,586	75,260
Challenger	14,128	12,690	12,924	14,166	17,649	1,832	—	—	—
Champ	—	42,128	55,474	48,860	28,296	47,345	30,430	—	—
Colt	75,031	42,796	50,689	62,705	44,570	70,679	48,542	60,356	42,925
Datsun	470,246	464,805	516,890	472,252	338,096	388,378	270,103	253,192	189,026
DeLorean	2,630	3,009	—	—	—	—	—	—	—
Ferrari	N.A.	N.A.	779	679	617	N.A.	N.A.	N.A.	N.A.
Fiat	14,113	32,185	37,184	58,934	60,435	63,479	61,540	100,511	72,029
Fiesta	—	32,856	68,595	78,109	76,145	40,549	—	—	—
Honda	365,865	370,705	375,388	353,291	274,876	223,633	150,929	102,383	43,119
Isuzu	15,462	17,805	—	—	—	—	—	—	—
Jaguar	10,349	4,695	3,029	3,746	4,782	4,349	7,384	6,799	5,299
Lancia	1,174	1,068	2,100	1,602	2,811	5,500	—	—	—
Mazda	163,150	166,105	161,623	156,533	75,309	50,609	35,383	65,351	61,190
Mercedes-Benz	65,963	63,059	53,790	52,819	46,695	48,722	43,205	45,259	38,170
MG	—	3,712	13,730	26,025	26,656	34,794	28,436	27,946	25,015
Mitsubishi	3,950								
Opel	—	—	—	13,815	19,222	29,067	10,483	39,730	59,279
Peugeot	14,323	16,937	12,930	11,688	9,061	10,002	9,497	11,850	7,948
Porsche	14,407	11,241	10,490	13,818	17,017	19,896	14,192	16,658	21,022
Renault	37,540	30,869	25,365	18,862	15,739	13,198	6,880	5,788	8,756
Rolls-Royce	N.A.	1,158	942	1,002	1,109	N.A.	N.A.	N.A.	N.A.
Rover	—		481	—	—	—	—	—	—
Saab	18,463	14,613	13,558	15,142	15,662	13,120	9,866	13,732	13,589
Sapporo	13,068	13,326	10,263	12,322	12,777	1,406	—	—	—
Subaru	150,335	152,062	142,968	127,871	103,274	80,826	48,928	41,587	22,980
Toyota	530,246	576,491	582,204	507,816	441,800	493,048	346,920	283,909	238,135
Triumph	—	9,768	14,939	12,733	16,447	29,258	28,232	22,803	18,396
Volkswagen	67,352	82,173	90,923	125,100	216,709	260,704	201,670	267,730	334,515
Volvo	72,352	64,477	56,999	56,027	50,880	46,790	43,887	60,338	53,043
TOTAL	2,220,911	2,326,376	2,396,934	2,327,932	2,000,500	2,071,100	1,493,000	1,577,000	1,403,035

NEW IMPORTED-CAR SALES BY MODEL, 1982-1981

	1982	1981
Alfa Romeo	2,194	2,301
Audi	45,954	50,817
4000	13,164	18,644
4000d	3,172	297
5000	16,721	17,610
5000d	1,394	6,137
5000 Turbo	4,130	5,576
5000 TD	2,849	....
Coupe	4,235	2,553
Quattro	289	....
BMW	52,393	41,761
320	36,462	31,902
528	10,539	6,267
633	1,515	1,138
733	3,877	2,454
Chrysler/Mitsubishi	102,227	110,940
Colt	75,031	84,924
Sapporo	13,068	13,326
Challenger	14,128	12,690
DeLorean	2,830	3,009
Fiat	14,113	32,186
Strada	4,478	6,873
Brava	2,452	7,380
X 1/9	2,359	6,343
Spider	4,824	11,570
Miscellaneous	....	20
Honda	365,865	370,705
Civic	132,469	154,698
Accord	195,524	172,557
Prelude	37,872	43,450
Isuzu	15,462	17,805
Jaguar Rover Triumph	10,349	18,937
XJ-6	8,904	4,444
XJ-S	1,409	232
MG	....	3,712
Rover	....	781
Triumph	....	9,768
Lancia	1,174	1,068
Mazda	163,150	166,088
GLC	54,348	62,195
626	58,740	60,475
RX-7	50,062	43,418
Mercedes-Benz	65,963	63,059
240D	13,480	14,612
300D	17,263	13,688
300CD	1,726	1,432
300TD	2,896	3,330
300SD	16,686	16,292
280E	34	1,186
280CE	2	590
380SEL	3,691	2,436
380SL	8,402	7,998
380SEC	1,761	1,402
Miscellaneous	22	93
Mitsubishi	3,950	....
Starion	1,164	....
Cordia	1,471	....
Tredia	1,315	....
Nissan	470,246	464,805
210	59,664	159,939
Sentra	131,789	....
310	43,562	77,980
Pulsar	9,251	....
510	....	37,558
Stanza	59,152	8,523
Maxima	54,187	35,853
200SX	48,436	77,062
280SX	57,260	62,800
Hawaii	6,552	4,990
Other	393	100
Peugeot	14,323	16,937
504D	1,547	....
505	4,965	2,274
505D	716	4,618
505TD	5,979	9,248
604TD	820	474
Tourist	276	201
Other	....	111
Porsche	14,407	11,241
924	1,677	3,251
924 Turbo	644	1,937
944	5,125	....
911SC	4,784	4,034
928	2,177	2,019
930 Turbo	....	....
Renault	37,540	30,869
Le Car	20,101	19,336
18i	7,559	11,533
Fuego	9,880	....
Rolls Royce	....	1,158
Saab	18,463	14,613
99	1	316
900	4,468	2,226
900S	4,055	4,640
Turbo	9,655	7,323
Tourist	284	108
Subaru	150,335	152,062
Toyota	530,246	576,491
Starlet	19,339	32,825
Corolla	175,199	241,603
Tercel	135,986	121,328
Celica	115,690	103,879
Supra	34,046	16,146
Corona	3,109	22,337
Cressida	37,448	29,583
Land Cruiser	3,088	2,027
Hawaii	6,431	6,704
Miscellaneous	....	59
Volkswagen	67,352	82,173
Rabbit Convertible	8,985	12,114
Jetta	20,301	27,972
Vanagon	12,847	10,882
Quantum	11,362	2,325
Dasher	627	11,852
Scirocco	13,227	17,043
Volvo	72,375	64,477
DL	39,430	39,288
GL	11,525	10,228
GTL	197	3,562
GTL Turbo	10,216	3,636
GLE	2,685	4,032
DL Diesel	516	1,522
GL Diesel	6,889	432
Coupe	78	1,126
Tourist	807	374
760	32	....
GT	....	277
TOTAL IMPORTS	2,220,911	2,326,376

Import Sales Since 1950
(Thousands)



IMPORT SALES PER OUTLET, 1973-1982

	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973
Toyota	484	528	541	485	423	479	347	295	251	307
Honda	455	470	496	488	396	339	252	214	109	132
Nissan	428	421	475	445	323	384	279	280	200	250
Mazda	213	218	213	213	114	95	69	154	182	357
Subaru	195	201	191	175	145	118	76	72	41	71
Volvo	185	159	140	136	120	103	89	126	120	145
Volkswagen	—	—	264	274	213	252	187	232	283	401
Mercedes	161	154	132	130	115	119	107	112	98	110
BMW	132	112	103	98	92	93	89	68	60	54
Audi	108	118	97	96	95	85	79	124	150	168
Isuzu	77	98	—	—	—	—	—	—	—	—
Saab	60	47	44	46	48	42	29	35	33	46
Mitsubishi	59	—	—	—	—	—	—	—	—	—
Renault	—	22	24	44	47	46	24	26	28	27
Jaguar	49	20	11	14	17	15	13	11	6	12
Porsche	44	35	32	43	54	65	47	54	71	87
Peugeot	43	51	42	42	32	35	32	42	29	17
Fiat	30	59	61	90	89	93	85	140	105	87
Alfa Romeo	17	16	19	18	35	39	29	33	25	25
Dodge Colt	16	19	24	27	21	37	26	33	25	23
Ply. Colt	15	19	27	22	15	28	—	—	—	—
DeLorean	8	—	—	—	—	—	—	—	—	—
Challenger	6	6	6	7	9	—	—	—	—	—
Sapporo	5	6	5	5	—	—	—	—	—	—

NEW-CAR REGISTRATIONS IN U. S. BY STATES, 1982-1981

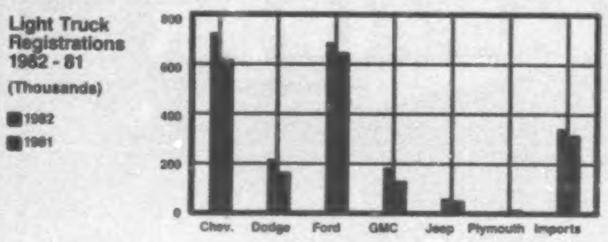
Car registrations by states as compiled by R. L. Polk & Co.		AMC	Chrysler	Dodge	Plymouth	CHRYSLER TOTAL	Ford	Lincoln	Mercury	FORD TOTAL	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	GM TOTAL	*Miscellaneous	TOTAL		Car registrations by states as compiled by R. L. Polk & Co.
Alabama	'82	280	1906	2735	1374	6015	11517	825	3468	15810	12088	2813	18226	11576	6913	51300	27313	109716	'82	Alabama
	'81	490	790	3136	2040	5981	13625	690	3748	18063	11870	2313	20748	11748	8242	54919	22236	112051	'81	
Alaska	'82	794	306	825	885	1586	2346	111	668	3112	636	187	1882	608	832	4145	5728	15335	'82	Alaska
	'81	871	178	724	790	1692	1904	70	814	2888	628	167	1985	731	857	4368	7223	16882	'81	
Arizona	'82	644	1527	1342	1624	4393	10436	1099	2266	13801	6243	2560	13304	6981	3186	31374	24721	75033	'82	Arizona
	'81	1539	1118	2105	2158	5381	12967	751	2780	16488	6488	2282	18548	8804	3861	35907	26360	86382	'81	
Arkansas	'82	254	1029	2376	1318	5324	10288	1218	4292	15708	5602	2178	12070	8322	4231	32863	10753	80032	'82	Arkansas
	'81	408	826	3170	2161	6160	11864	877	4381	17012	5479	1868	14098	8572	5562	37120	12783	73470	'81	
California	'82	4274	12022	13690	10585	36146	73543	7250	22000	102811	60261	31273	88133	53466	26801	249860	413088	869847	'82	California
	'81	8594	5838	17192	13874	37004	82706	4386	25630	112701	51407	28566	92488	58062	28482	259027	469823	846238	'81	
Colorado	'82	2271	1868	2675	2758	7302	11128	1133	3464	15713	8085	1854	13534	7725	4688	35886	42545	108607	'82	Colorado
	'81	2780	1204	3879	3680	8798	12914	882	4685	18481	7567	2006	15813	7682	4341	37379	48886	119879	'81	
Connecticut	'82	1329	2576	4675	5130	12382	10837	565	4086	15488	9633	2888	17116	9136	6364	44800	47036	121164	'82	Connecticut
	'81	1880	1237	5832	7081	13980	11500	426	4151	16077	8442	2194	20474	8186	5980	44276	47084	127067	'81	
Delaware	'82	255	598	1842	1015	2855	2242	183	1401	3826	2785	610	5640	3330	1737	14040	8071	30147	'82	Delaware
	'81	484	270	1135	1339	2734	2436	151	1230	3787	2361	618	6856	3341	1940	14564	8880	30880	'81	
Florida	'82	4298	10881	17478	10124	37083	68843	9494	20382	98820	38868	21612	85098	36211	31063	195823	137367	465850	'82	Florida
	'81	6881	8783	18027	12515	33525	60481	8331	22006	90797	38604	20425	79883	44833	48163	223748	148882	580794	'81	
Georgia	'82	785	2588	3883	2334	8587	19860	1510	6342	25932	15088	5168	24537	10588	11248	72810	54842	162975	'82	Georgia
	'81	1250	2881	8816	4183	11780	22091	1286	7089	31466	18028	5450	29864	19470	13803	84725	64117	190028	'81	
Hawaii	'82	86	291	711	279	1281	3888	567	3529	8086	1572	296	1702	594	839	8863	22812	37137	'82	Hawaii
	'81	357	171	434	457	1062	3917	286	2183	8386	1528	291	2741	625	1086	8470	24011	38186	'81	
Idaho	'82	346	436	790	528	1748	2282	131	911	3244	1565	374	3134	1565	1311	7880	8424	21715	'82	Idaho
	'81	422	180	1398	804	2402	3038	136	1457	8183	1511	434	4343	2288	1777	10028	11611	28822	'81	
Illinois	'82	4467	11230	14718	13426	38374	50751	4828	18573	74252	57478	14754	72882	57827	30296	233107	98238	450438	'82	Illinois
	'81	6602	4087	17080	10881	38848	46582	3630	17740	67871	55302	13283	82808	60880	34881	247045	93234	454030	'81	
Indiana	'82	2808	4336	5827	6556	16719	19859	1190	6882	27941	17579	4182	29844	22221	10830	84376	27083	158865	'82	Indiana
	'81	2980	2584	8219	10173	21056	21870	873	7072	30915	16858	4882	36444	26587	12884	94365	32331	182587	'81	
Iowa	'82	911	1801	3618	2425	7845	11275	535	4338	16148	8467	1496	18054	6793	5049	41859	13832	80085	'82	Iowa
	'81	1413	1259	4568	3912	9710	13601	633	4885	19687	8341	1480	21885	10813	6480	48192	16021	94442	'81	
Kansas	'82	865	2125	1856	2184	6245	9717	662	3837	14216	7827	1880	12838	8622	4781	35488	17471	75205	'82	Kansas
	'81	1125	1152	2283	2682	6487	10850	706	3818	14876	7672	1735	14540	9838	4880	38884	18688	80889	'81	
Kentucky	'82	1155	1840	2582	2136	6571	12643	1103	3814	17560	7462	2731	17458	10875	5230	42236	18831	86013	'82	Kentucky
	'81	1730	1822	2567	3009	7298	14588	812	4443	19783	8182	2440	22866	11488	7183	52192	24482	105446	'81	
Louisiana	'82	326	2787	2879	1818	7584	20522	3481	7433	31436	13538	5317	20284	21086	6816	68683	32788	141088	'82	Louisiana
	'81	865	2981	4547	3088	9606	23427	2898	8136	34548	15850	5086	27275	22587	12348	83148	34482	182589	'81	
Maine	'82	788	672	2175	1706	4553	5076	138	1942	7157	2459	322	6337	2359	1807	13414	12370	38283	'82	Maine
	'81	873	373	2246	2228	4847	6065	107	1592	7704	2585	365	8142	2700	2768	16628	13613	43625	'81	
Maryland	'82	1288	4472	7440	9873	21585	22883	1018	8821	30822	18458	4441	38894	18775	12507	91875	58813	204483	'82	Maryland
	'81	2313	2385	7648	10754	20787	22940	665	6640	30085	19148	4308	43540	20885	14550	102349	58848	214882	'81	
Massachusetts	'82	3005	4479	9582	9220	23281	23140	1507	8844	33491	18651	4117	38582	17111	10725	87096	74843	221510	'82	Massachusetts
	'81	4880	1978	10188	11106	23290	23316	967	8886	33170	18938	3494	42386	16473	11912	91286	69674	222310	'81	
Michigan	'82	7877	12879	17491	16270	46640	52580	8524	25910	87023	38654	10338	61888	43271	32382	187713	45388	374843	'82	Michigan
	'81	14887	7317	26886	30097	64347	83198	3810	31382	99470	41818	11480	70877	47618	37529	218843	63211	446758	'81	
Minnesota	'82	1798	3846	8417	10556	20919	19260	926	6473	26638	18716	2880	27512	21802	10355	81045	27042	157443	'82	Minnesota
	'81	2987	2132	8885	13569	24586	21278	728	7258	29254	19279	2386	33885	23221	11288	90471	30087	177285	'81	
Mississippi	'82	208	1237	723	1042	3002	7298	826	2883	10909	6195	1544	9232	8355	4191	29517	13126	56784	'82	Mississippi
	'81	380	790	1216	1628	3632	8256	791	2994	13043	8215	1572	11258	8888	5088	33864	14486	64895	'81	
Missouri	'82	1408	3805	5417	4867	14189	20876	1817	7801	30094	19064	3785	24841	18432	9372	72414	34693	152869	'82	Missouri
	'81	1668	1951	6789	7111	15852	22761	1353	7829	31882	18887	3418	27091	20412	11467	80583	36821	165782	'81	
Montana	'82	612	485	677	489	1651	2294	146	1085	3515	1657	322	3437	1986	1003	8585	5587	19880	'82	Montana
	'81	485	245	848	817	1910	2950	133	1533	4816	2184	378	4386	2364	1228	10888	7208	23125	'81	
Nebraska	'82	434	1236	1378	1376	3990	6044	381	1147	8422	5349	863	8938	4723	2409	22382	8404	43632	'82	Nebraska
	'81	636	847	1851	2090	4587	6450	333	2042	9854	5218	868	10880	5232	3113	24636	10867	48866	'81	
Nevada	'82	575	588	1133	643	2364	3880	376	1673	5178	1227	1125	3914	1884	1403	9533	10488	28138	'82	Nevada
	'81	1019	348	1827	821	2488	5511	429	1864	6904	1582	1325	5085	2468	1680	12368	11784	34683	'81	
New Hampshire	'82	1110	901	2458	2185	5544	5733	283	2072	8088	3858	735	9816	3446	2983	20848	29464	56054	'82	New Hampshire
	'81	1568	400	2883	2438	5781	5390	223	1971	7584	3072	742	11160	3647	3509	22833	29625	58192	'81	
New Jersey	'82	2801	7188	12538	9617	29345	29168	3651	10508	43328	32074	13717	46707	27798	19788	143064	105884	324229	'82	New Jersey
	'81	3843	3858	13888	13487	29143	29865	2591	10910	41538	36259	11758	51919	28387	20889	143224	102169	319877	'81	
New Mexico	'82	580	870	835	1084	2889	5250	485	1893	7628	3243	880	5838	3084	2820	16546	13127	40880	'82	New Mexico
	'81	388	488	1311	1258	2857	6040	254	2082	7625	3858	862	7916	3770	2880	17733	14312	43282	'81	
New York	'82	8867	14530	22985	26837	64452	47010	4774	18578	70362	46273	23085	92155	50144	31083	242700	164886	549267	'82	New York
	'81	10887	7426	28243	31481	67229	48840	3888	20881	71967	50833	28831	108838	68738	29522	268782	158618	578204	'81	
N. Carolina	'82	1085	2826	3281	3883	9980	21329	1048	4789	27146	18235	3714	30097	16881	11565	80302	60945	179448	'82	N. Carolina
	'81	1785	1337	4627	5378	11242	22987	791	5187	28605	18789	3169	34218	17130	14367	88613	64335	191080	'81	
N. Dakota	'82	356	736	736	701	2171	2361	186	1382	3879	1941	392	4168	2598	1288	10334	3881	20401	'82	N. Dakota
	'81	334	472	1088	1173	2784	3848	185	1391	4586	1827	441	4636	3094	1848	11817	4545	23868	'81	
Ohio	'82	4788	8288	15629	14281	38120	45791	3298	18683	65772	38135	8785	68460	41163	22632	179155	73822	381637	'82	Ohio
	'81	7963	4448	28884	26182	45054	45125	2215	17716	65858	38048	8348	78894	42102	27682	189116	81867	388856	'81	
Oklahoma	'82																		'82	Oklahoma
	'81																		'81	
Oregon	'82	806	1861	2089	1542	4782	6633	418	2024	9076	4727	1545	9150	4082	3126	22630	34998	72212	'82	Oregon
	'81	864	615	2327	2611	5468	8504	282	2861	12437	4888	1682	12183	5416	3704	27943	46682	82249	'81	
Pennsylvania	'82	9426	11868	18055	19093	49016	46246	2701	17284	66231	37215	11050	88540	34514	24060	175387	108121	408181	'82	Pennsylvania
	'81	12881	5743	21086	26188	52987	48878	1968	14672	63817	35684	9419	82153	34701	26782	188730	107100	425114	'81	
Rhode Island	'82	472	624	1234	1083	2931	3244	141	1167	4552	2487	529	3713	2050	1308	10186	9817	27878	'82	Rhode Island
	'81	610	347	1382	1436	3169	3167	152	1131	4450	2421	468	4336	2732	1481	11427	10037	29880	'81	
S. Carolina	'82	237	1583	2118	1821	5447	10825	784	3003	14582	8777	1794	13818	9408	5884	38581	27098	86050	'82	S. Carolina
	'81	880	782	2746	2610	6118	12701	490	3386	16580	8882	1777	16529	9688	6880	43846	31884	98304	'81	
S. Dakota	'82	275	488	537	858	1883	2115	132	1031	3268	1628	252	3071	1751	1016	8018	2612	15854	'82	S. Dakota
	'81	384	404	850	924	2278	2828	111	1211	4150	1618	230	4081	2168	1316	9545	3025	19082	'81	
Tennessee	'82	987	22[illegible]0	3822	2504	7735	15815	1374	4938	22127	11522	4175	21803	14824	10323	62447	37921	130918	'82	Tennessee
	'81	1345	1380	3811	3387	8528	17108	1092	4988	23118	11166	3827	24006	14888	11014	64170	46888	138941	'81	
Texas	'82	2538	12077	8884	8232	29273	69982	13121	27043	110146	63873	27883	91732	87569	38773	310840	140784	583579	'82	Texas
	'81	4461	7410	10886	11882	30280	80280	9625	28485	118880	69476	28183	108863	91310	40488	344414	147472	645407	'81	
Utah	'82	528	1038	1315	1501	3854	3185	281	1218	4684	2865	637	5825	2317	1782	13506	15291	37753	'82	Utah
	'81	1602	627	1852	2079	4538	5586	350	2283	8098	3461	658	6605	3190	2276	16806	20729	52882	'81	
Vermont	'82	716	437	1068	1428	2931	2884	53	1122	3869	1473	232	4153	1120	1084	7982	8082	23580	'82	Vermont
	'81	787	259	1143	1888	3018	2544	48	1387	3889	1486	183	4812	988	1167	8625	8864	24385	'81	
Virginia	'82	1639	3838	5105	8143	18186	23754	1163	6289	31206	12430	3801	32022	15673	10549	74475	64828	190334	'82	Virginia
	'81	2727	1832	7145	9475	18432	27286	921	6081	30017	11682	3464	38880	16917	12728	83296	69929	207921	'81	
Washington	'82	561	1778	2838	2362	7078	11874	730	3657	16261	6345	1539	15168	5777	3207	32036	45707	121654	'82	Washington
	'81	695	754	3671	3687	8132	17141	340	5087	22571	7814	1707	18488	6846	4273	38808	54896	134849	'81	
W. Virginia	'82	1880	1250	2234	1886	5350	7531	385	1850	9786	4277	967	12408	5363	2981	26028	10775	53617	'82	W. Virginia
	'81	2598	732	2779	3687	7087	8881	286	2291	10867	4121	985	14480	5214	3886	28795	13786	62950	'81	
Wisconsin	'82	2779	3328	6866	6657	17862	18661	779	6502	25942	15377	2335	19511	15890	12503	65627	28870	136170	'82	Wisconsin
	'81	4382	1955	9425	10007	21425	18794	642	7167	26463	14485	2389	24888	17482	13130	73590	31474	157614	'81	
Wyoming	'82	513	447	461	368	1276	1881	132	884	2898	1347	[illegible]	2311	1416	861	6215	4794	15398	'82	Wyoming
	'81	772	285	759	874	1917	2277	112	1053	3442	1378	274	1796	1485	1136	6919	5807	18277	'81	
D. of Columbia	'82	96	496	372	504	1372	1667	236	480	2383	752	540	2405	1140	857	5512	8390	15756	'82	D. of Columbia
	'81	380	223	393	691	1343	1752	192	1082	2876	886	623	3076	1311	917	7113	6873	18018	'81	
Federal Gov't.	'82	25	4	527	4925	5456	2503	2	14	2519	112	2	1648	212	51	2025	26	10051	'82	Federal Gov't.
	'81	416	270	2346	9190	11796	4911	3	28	4940	132	2	1983	195	76	2313	23	16911	'81	
United States Total	'82	84880	171878	292183	243510	667580	889470	87880	310233	1293583	713671	240197	[illegible]	75702	461149	3413340	2235797	7754348	'82	United States Total
	'81	133465	82106	311834	336665	738620	978312	81773	340880	1377885	716394	224468	[illegible]	[illegible]	546928	3757081	2439290	8443819	'81	

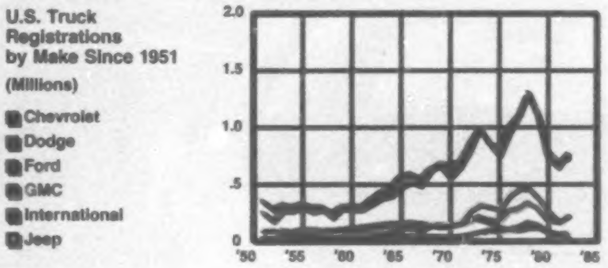
Registrations for the state of Oklahoma are not available.

TRUCK REGISTRATIONS IN U.S. BY STATES, 1982-1981

Truck registrations as compiled by R. L. Polk & Co.		Chrysler Corp.	Ford	Daimler-Benz Corp.	Chevrolet	GMC	International	Jeep Truck	Mack Truck Corp.	Paccar Corp.	Volvo White Corp.	Misc. Domestic & Foreign	TOTAL		Truck registrations as compiled by R. L. Polk & Co.
Alabama	'82	3017	11640	280	14380	2384	618	880	380	368	76	6784	39190	'82	Alabama
	'81	2014	11780	219	10820	1866	984	840	345	477	124	5507	34776	'81	
Alaska	'82	1178	3884	12	3141	1281	71	187	14	123	86	1614	11370	'82	Alaska
	'81	801	2821	16	2481	886	180	201	29	201	58	1815	9508	'81	
Arizona	'82	2961	11867	84	11862	3414	311	714	48	78	16	6820	37213	'82	Arizona
	'81	2533	13428	65	11730	2904	474	908	113	145	15	6773	39117	'81	
Arkansas	'82	3085	13816	280	14227	3882	878	784	112	280	84	2988	40144	'82	Arkansas
	'81	2836	12984	222	12293	2884	880	800	146	259	71	2719	35723	'81	
California	'82	22862	58808	861	60806	17137	2373	4132	380	1187	416	88641	248870	'82	California
	'81	20360	50546	1259	47810	11627	3868	3876	480	1530	483	75017	217502	'81	
Colorado	'82	2846	13782	88	12841	3387	841	2861	180	327	76	6733	40181	'82	Colorado
	'81	2536	13830	91	11494	2824	1082	2507	158	483	117	8128	43150	'81	
Connecticut	'82	2128	6186	74	6841	1628	882	844	141	48	30	3038	18782	'82	Connecticut
	'81	1864	4431	87	5131	1191	800	760	221	57	50	2865	17007	'81	
Delaware	'82	770	1867	64	2846	480	586	229	81	47	8	988	7173	'82	Delaware
	'81	483	1882	44	1808	285	672	241	48	91	3	672	6822	'81	
Florida	'82	18822	38868	482	28646	11713	1828	3228	885	480	172	18728	117872	'82	Florida
	'81	9482	41850	561	27094	9845	2121	3080	1128	736	341	18038	114391	'81	
Georgia	'82	4848	18174	284	18864	3813	816	1284	425	380	125	8887	57888	'82	Georgia
	'81	5167	19808	280	15324	2900	1038	1230	432	483	141	9580	56380	'81	
Hawaii	'82	823	1882		1884	142	180	288	3	7	18	3880	7382	'82	Hawaii
	'81	440	1930	1	1281	227	250	357	3	47	17	3257	7807	'81	
Idaho	'82	1188	3343	22	3886	2880	126	288	88	121	25	2478	13729	'82	Idaho
	'81	986	4478	42	4531	1500	284	312	114	155	14	2984	15380	'81	
Illinois	'82	8838	28678	827	28888	8386	2881	2479	619	882	188	7782	81274	'82	Illinois
	'81	8845	24502	887	23884	6319	3579	2365	885	941	229	8074	75490	'81	
Indiana	'82	4738	18318	347	18887	5448	1411	1174	216	384	88	3874	88872	'82	Indiana
	'81	3480	13849	415	13286	3823	1865	1004	422	583	72	3823	42851	'81	
Iowa	'82	3857	18833	72	12388	2488	488	888	84	40	6	2294	31485	'82	Iowa
	'81	2419	9722	53	10853	2018	678	708	88	51	17	2224	28013	'81	
Kansas	'82	2781	11832	188	12248	3788	874	737	186	381	18	2888	34718	'82	Kansas
	'81	2834	10586	377	10782	2835	1043	848	188	337	38	2880	32018	'81	
Kentucky	'82	2882	13288	88	12488	2242	888	1124	888	85	67	4085	37337	'82	Kentucky
	'81	2348	12721	88	12457	1934	777	1404	750	98	47	4040	38834	'81	
Louisiana	'82	8854	28888	388	22165	7123	988	1088	343	228	43	7288	78763	'82	Louisiana
	'81	6105	28840	345	23120	7388	1353	1144	561	488	107	8474	73713	'81	
Maine	'82	1839	3788	27	3888	2857	225	435	38	27	22	2886	14832	'82	Maine
	'81	983	3828	46	3487	1556	380	374	88	51	27	1816	12315	'81	
Maryland	'82	4122	12818	228	12888	2781	1872	778	275	138	188	8111	41332	'82	Maryland
	'81	3284	11527	216	10412	2388	1022	770	384	112	122	4849	35086	'81	
Massachusetts	'82	4238	18878	287	8858	3838	888	1788	388	48	87	8882	37812	'82	Massachusetts
	'81	2734	8421	279	8256	2545	865	1084	448	65	140	4071	29011	'81	
Michigan	'82	10888	38228	138	28882	8288	1112	2884	247	188	31	3888	81188	'82	Michigan
	'81	7342	28554	238	22522	6738	1830	2488	248	256	73	4383	72429	'81	
Minnesota	'82	4238	17318	288	16388	3185	881	877	311	482	44	3818	47186	'82	Minnesota
	'81	3436	15549	321	12440	2582	1528	751	383	523	107	2870	40410	'81	
Mississippi	'82	1864	8784	113	9177	3131	822	448	282	188	67	3822	29384	'82	Mississippi
	'81	1524	10775	127	8800	2490	846	558	313	228	33	3546	29042	'81	
Missouri	'82	8218	18881	288	17888	5888	825	1482	125	216	88	8614	53878	'82	Missouri
	'81	3467	14445	329	13139	4058	1380	1183	146	280	56	4864	43347	'81	
Montana	'82	983	4438	46	4888	1833	188	372	28	175	25	1888	14286	'82	Montana
	'81	853	4287	80	4410	1272	320	327	21	279	38	1902	13569	'81	
Nebraska	'82	1382	7888	413	7888	2835	911	435	123	882	118	1438	22814	'82	Nebraska
	'81	1291	6774	375	8570	1545	888	388	151	888	64	1487	20449	'81	
Nevada	'82	1842	3388	28	3848	1184	170	438	8	38	21	3831	12838	'82	Nevada
	'81	1284	4244	31	3532	950	138	480	34	61	17	2862	13643	'81	
New Hampshire	'82	1477	3888	38	4848	1479	338	878	122	23	28	2848	18828	'82	New Hampshire
	'81	1124	3388	42	3804	988	382	532	178	30	53	2304	12915	'81	
New Jersey	'82	8145	18848	425	13416	3848	1287	1788	888	222	258	8882	51884	'82	New Jersey
	'81	5888	13847	448	11619	2588	1550	1388	932	324	577	4758	43780	'81	
New Mexico	'82	1785	8488	44	8185	3488	417	784	113	188	21	4282	27746	'82	New Mexico
	'81	1383	7902	138	7640	2313	557	585	254	237	37	3357	24383	'81	
New York	'82	13186	28818	448	28824	7838	3885	3883	1829	211	238	9818	91125	'82	New York
	'81	10844	21888	561	22454	5302	3941	2568	1358	243	345	8848	78073	'81	
N. Carolina	'82	4878	18871	382	18832	4461	988	1888	388	464	173	11816	58467	'82	N. Carolina
	'81	3403	15616	403	15291	3480	1198	1746	518	458	388	9885	52508	'81	
N. Dakota	'82	1288	4188	48	8288	1384	281	288	82	182	8	1014	13788	'82	N. Dakota
	'81	859	3856	50	4081	1088	415	234	46	140	20	848	11395	'81	
Ohio	'82	7784	23832	228	27888	8674	1787	1884	843	387	188	8282	78825	'82	Ohio
	'81	6118	20881	416	22030	5320	3088	1746	1181	505	148	8883	67826	'81	
Oklahoma	'82													'82	Oklahoma
	'81													'81	
Oregon	'82	2485	7122	388	8833	2842	342	827	88	288	82	8882	31888	'82	Oregon
	'81	1780	8616	292	7844	1712	758	493	134	423	241	11442	33735	'81	
Pennsylvania	'82	8887	28882	388	24379	8883	2897	3888	1438	381	181	18884	87841	'82	Pennsylvania
	'81	7425	23787	343	20759	4756	3405	3185	1347	408	144	8652	74211	'81	
Rhode Island	'82	673	1428	28	1882	382	188	224	85	18	11	988	4748	'82	Rhode Island
	'81	381	1192	32	904	249	103	163	78	16	23	888	3807	'81	
S. Carolina	'82	2137	8288	118	8848	2888	888	483	188	138	42	5342	27883	'82	S. Carolina
	'81	1838	8559	72	7029	1480	908	609	242	220	54	4681	25792	'81	
S. Dakota	'82	716	2847	88	3488	781	183	247	19	63	28	838	8887	'82	S. Dakota
	'81	589	2710	123	2988	526	297	187	15	147	12	728	8300	'81	
Tennessee	'82	3728	13882	284	14888	4282	811	1122	388	288	488	7387	48787	'82	Tennessee
	'81	3025	12888	281	12084	3031	1030	1080	332	414	127	6402	40852	'81	
Texas	'82	21881	188781	1188	128888	32821	8182	8482	1812	1888	481	27738	328148	'82	Texas
	'81	15728	188188	1483	107858	23805	7197	8077	2843	2180	860	25210	299518	'81	
Utah	'82	1428	4781	88	8218	2488	211	841	88	235	14	3881	18748	'82	Utah
	'81	1219	5884	104	5585	1989	412	909	182	388	50	4003	20725	'81	
Vermont	'82	875	2888	8	2182	884	174	413	48	9	3	1174	7874	'82	Vermont
	'81	488	1588	12	1702	487	187	336	52	10	7	1012	5878	'81	
Virginia	'82	1825	18281	141	13782	3838	722	1881	881	128	140	9848	52883	'82	Virginia
	'81	4432	15136	288	12339	2520	861	1559	821	181	159	7597	45880	'81	
Washington	'82	2884	18118	141	11838	3838	448	488	188	388	28	8828	38487	'82	Washington
	'81	2144	10835	283	8414	2114	885	431	283	385	38	10836	37439	'81	
W. Virginia	'82	2181	7878	18	8838	1882	887	1188	288	48	88	2372	24845	'82	W. Virginia
	'81	1880	8818	27	7181	1338	718	1158	212	54	83	2372	21708	'81	
Wisconsin	'82	4881	13883	218	18884	3813	988	1828	228	388	138	3285	38882	'82	Wisconsin
	'81	3388	10848	288	8912	3879	1880	882	232	338	124	3265	33088	'81	
Wyoming	'82	1148	4478	27	4278	1887	182	882	22	188	37	1381	14888	'82	Wyoming
	'81	881	5827	88	4887	1863	386	881	88	281	87	1407	15467	'81	
D. of Columbia	'82	172	417	7	348	78	13	32	2	1	1	188	1223	'82	D. of Columbia
	'81	138	484	14	383	85	32	28	6		13	118	1251	'81	
Federal Gov't.	'82	18884	3484		3828	740	1888	888	872	1	8	48	21188	'82	Federal Gov't.
	'81	8887	4848		3018	1201	1170	1087	384	2	181	53	20586	'81	
Motor Homes	'82		1173		10882	1011						888	22878	'82	Motor Homes
	'81	3	888		11380	344						588	13284	'81	
United States Total	'82	228882	788128	18882	788187	212888	48882	88887	18888	13128	4888	348482	2438471	'82	United States Total
	'81	181388	887213	12887	880488	188703	81782	88257	18888	17883	8488	318861	2185488		

Registrations for the State of Oklahoma are not available.





U. S. TRUCK REGISTRATIONS BY MAKE AND GVW, 1982 VS. 1981

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	'82	....	....	....	....	....	....	....	596	596
	'81	....	....	....	....	....	....	....	1,125	1,125
BROCKWAY	'82	....	....	....	....	....	....	....	....	....
	'81	....	....	....	....	....	....	....	....	....
CHEVROLET	'82	412,255	314,103	18,549	....	372	5,223	6,948	657	758,107
	'81	350,376	269,621	11,448	....	740	8,059	8,991	1,225	650,460
(Memo-Units)#	'82	244,509	107,467	....	....	....	....	....	....	351,976
	'81	126,183	83,998	....	....	....	....	....	....	210,181
DODGE	'82	143,893	74,165	20	....	....	....	....	....	218,078
	'81	96,943	68,995	422	3	....	....	....	....	166,363
(Memo-Units)#	'82	90,138	52,183	....	....	....	....	....	....	142,321
	'81	55,291	41,269	26	....	....	....	....	....	96,586
FORD	'82	250,724	439,217	....	....	....	12,999	21,124	9,056	733,120
	'81	228,767	419,637	....	....	....	14,751	24,587	9,471	697,213
(Memo-Units)#	'82	145,994	167,582	....	....	....	....	....	....	313,576
	'81	83,795	139,938	....	....	....	....	....	....	223,733
FREIGHTLINER	'82	....	....	....	....	....	....	....	7,292	7,292
	'81	....	....	....	....	....	....	....	9,095	9,095
GMC	'82	89,782	96,475	923	....	1,001	4,429	12,430	7,868	212,908
	'81	57,919	72,618	619	....	1,065	5,904	11,408	11,170	160,703
(Memo-Units)#	'82	44,291	28,773	....	....	....	....	....	....	73,064
	'81	8,203	21,493	....	....	....	....	....	....	29,696
INTERNATIONAL	'82	....	....	....	....	....	17,148	11,782	16,972	45,902
	'81	....	2,264	....	....	....	18,989	18,000	22,539	61,792
(Memo-Units)#	'82	....	....	....	....	....	....	....	....	....
	'81	....	....	....	....	....	....	....	....	....
JEEP	'82	36,635	25,462	....	....	....	....	....	....	62,097
	'81	36,249	22,008	....	....	....	....	....	....	58,257
(Memo-Units)#	'82	36,635	20,008	....	....	....	....	....	....	56,643
	'81	36,249	16,226	....	....	....	....	....	....	52,475
KENWORTH	'82	....	....	....	....	....	....	....	7,344	7,344
	'81	....	....	....	....	....	....	....	10,379	10,379
MACK	'82	....	....	....	....	....	2,021	690	12,879	15,590
	'81	....	....	....	....	....	1,550	372	17,776	19,698
MERCEDES-BENZ	'82	....	....	....	....	....	1,976	984	....	2,960
	'81	....	....	....	....	....	....	....	....	....
PETERBILT	'82	....	....	....	....	....	....	....	5,781	5,781
	'81	....	....	....	....	....	....	....	6,654	6,654
PLYMOUTH*	'82	6,288	3,886	....	....	....	....	....	....	10,174
	'81	10,839	4,137	....	....	....	....	....	....	14,976
VOLVO	'82	....	....	....	....	....	....	536	227	763
	'81	....	....	....	....	2	13	898	731	1,644
WESTERN STAR	'82	....	....	....	....	....	....	....	638	638
	'81	....	....	....	....	....	....	....	780	780
WHITE	'82	....	....	....	....	....	....	....	2,669	2,669
	'81	....	....	....	....	....	....	....	2,857	2,857
MISCELLANEOUS**	'82	337,797	7,161	....	13	11	1	183	1,286	346,452
	'81	312,913	4,337	2	8	16	2,931	1,616	1,582	323,405
TOTALS	'82	1,277,374	960,469	19,492	13	1,384	43,797	54,657	73,285	2,430,471
	'81	1,094,006	863,617	12,491	11	1,823	52,197	65,872	95,472	2,185,489

★—No registrations for Oklahoma, 1982 and 1981

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are vans, Sportvan, El Camino, Blazer, LUV and S-10; Dodge, vans, Ram Wagon, Ramcharger, Ram 50 and Rampage; Ford, Econoline vans, Club Wagon, Bronco, Courier and Ranger; GMC, vans, Jimmy, Caballero and S-15; Jeep, CJs, Cherokee, Wagoneer and Scrambler. **—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, IVECO/Magirus, Diamond Reo, Hendrickson, etc.

—Compiled from R. L. Polk & Co. data.

U. S. NEW TRUCK REGISTRATIONS SINCE 1951

	BROCKWAY	CHEVROLET	DIAMOND REO	DODGE	FORD	FREIGHTLINER*	GMC	INTERNATIONAL	JEEP	KENWORTH	MACK	PETERBILT	WHITE†	TOTAL
1951	2,182	350,344	4,508	106,600	250,802	....	100,285	95,184	24,292	668	9,794	301	12,260	1,003,850
1952	1,752	272,249	3,420	102,129	179,523	....	79,612	92,788	20,356	705	7,138	236	10,858	812,099
1953	2,080	327,960	3,398	82,345	266,027	....	82,296	95,404	17,712	747	6,890	332	12,261	930,312
1954	1,340	293,079	2,701	60,658	267,799	....	66,644	84,222	17,523	697	6,098	344	10,340	829,101
1955	1,144	329,791	3,697	66,208	295,900	....	84,877	100,441	27,252	1,182	10,932	424	14,372	957,101
1956	884	302,145	4,037	57,651	263,753	....	82,266	108,014	23,488	1,239	13,190	609	15,137	894,366
1957	738	290,960	3,472	49,431	277,301	....	62,165	96,956	22,005	980	13,312	486	12,491	858,085
1958	959	247,470	2,929	37,037	206,787	....	55,950	89,745	22,523	813	11,865	393	12,142	726,704
1959	1,196	306,237	3,008	52,278	292,931	....	69,509	109,053	30,864	715	13,473	595	15,497	942,133
1960	1,103	316,962	2,421	43,606	280,501	....	82,546	110,349	31,385	1,400	10,876	610	14,179	943,485
1961	979	306,175	1,795	40,147	284,214	....	69,596	116,538	32,644	1,135	8,618	714	13,199	918,608
1962	1,074	366,506	1,820	55,593	332,328	....	80,590	130,959	30,426	1,316	10,353	1,158	15,151	1,068,725
1963	1,206	425,406	2,072	75,025	382,099	....	87,814	145,105	44,339	1,997	12,099	1,482	16,432	1,244,224
1964	1,100	483,853	1,992	98,030	404,999	....	99,148	148,008	44,385	2,347	12,064	1,812	16,609	1,361,772
1965	1,047	567,473	2,486	116,639	477,068	....	118,273	148,195	42,415	2,876	13,127	2,023	18,954	1,528,859
1966	1,288	585,561	2,874	120,082	522,307	....	115,122	155,566	42,860	3,472	15,014	2,374	20,683	1,610,450
1967	1,248	551,923	3,913	101,458	494,921	....	113,982	150,946	39,757	2,912	13,434	2,230	17,458	1,518,428
1968	1,298	626,858	3,539	138,205	624,894	....	133,308	140,948	38,486	4,008	14,932	3,023	19,905	1,775,601
1969	1,507	670,890	4,151	130,446	679,237	....	139,449	137,888	36,017	5,592	15,655	3,630	21,321	1,888,012
1970	1,655	557,997	3,964	137,509	666,613	5,867	125,657	143,195	33,984	5,320	17,740	3,457	12,139	1,790,177
1971	1,685	647,258	4,107	159,778	700,635	6,495	144,112	158,194	36,354	6,739	15,582	4,296	10,622	1,983,186
1972	2,061	802,755	4,332	269,333	858,630	9,244	174,794	189,210	50,926	9,232	20,005	5,698	11,312	2,513,952
1973	2,267	991,099	4,757	325,051	995,156	12,483	213,797	199,875	68,227	11,601	24,075	6,869	13,906	3,029,074
1974	2,508	860,358	4,032	292,213	865,000	11,713	183,755	161,375	96,835	10,489	22,710	8,428	13,582	2,856,918
1975	1,451	815,595	1,589	282,271	747,807	6,237	170,186	111,352	85,111	5,633	13,718	4,801	7,137	2,397,417
1976	1,264	1,052,438	387	399,644	950,933	7,075	255,360	100,657	107,487	8,024	14,696	5,839	7,348	3,058,009
1977	802	1,133,201	5	460,623	1,139,224	9,928	280,776	108,753	124,843	12,330	22,994	9,453	10,844	3,509,328
1978	37	1,275,787	....	464,470	1,314,251	11,725	329,185	116,574	163,548	14,345	27,390	9,454	13,292	3,963,340
1979	2	1,085,855	....	371,970	1,123,605	14,308	283,329	116,739	145,583	14,893	29,265	8,593	12,512	3,472,209
1980	....	737,788	95	256,829	784,132	11,473	181,252	74,484	81,923	11,163	21,743	7,008	7,664	2,476,777
1981	....	650,460	....	166,363	697,213	9,095	160,703	61,792	58,257	10,379	19,698	6,654	2,857	2,185,489
1982	....	758,107	....	218,078	733,120	7,292	212,908	45,902	62,097	7,344	15,590	5,781	2,669	2,430,471

*Freightliner included in White total until 1970. †White total includes Autocar and Western Star.

Source: R. L. Polk & Co.

U. S. NEW-CAR REGISTRATIONS BY MAKE SINCE WORLD WAR II

	Nash	Hudson	Rambler	American Motors	Plymouth	Dodge	DeSoto	Chrysler	Imperial	Chrysler Corp.	Ford	Mercury	Edsel	Lincoln	Ford Motor Co.
1946	85,109	72,484	....	....	211,800	135,488	54,420	65,532	....	467,240	326,822	61,187	....	10,799	398,807
1947	102,808	83,344	....	....	313,118	209,552	72,966	93,871	....	689,507	532,646	111,198	....	24,081	667,925
1948	104,156	109,497	....	....	347,174	213,923	82,454	105,315	....	748,866	486,888	137,512	....	32,638	567,038
1949	135,328	137,907	....	....	527,915	273,530	103,516	130,516	....	1,035,272	806,766	166,629	....	57,691	1,031,086
1950	162,224	134,219	13,498	....	547,367	300,104	115,023	151,300	....	1,113,794	1,166,118	318,217	....	34,318	1,518,653
1951	93,675	96,847	46,360	....	542,649	298,603	112,643	149,435	....	1,103,330	862,309	233,339	....	25,816	1,121,464
1952	91,304	78,509	51,218	....	433,134	246,464	91,677	113,392	....	884,667	732,461	185,883	....	29,110	947,474
1953	97,527	66,797	39,823	....	600,447	288,812	122,342	153,756	....	1,165,357	1,116,267	287,717	....	39,169	1,443,153
1954	41,116	34,808	35,613	118,553	381,078	154,789	76,739	101,741	....	714,347	1,400,440	269,926	....	36,251	1,706,617
1955	37,197	20,522	72,227	136,753	647,352	284,323	118,062	156,458	....	1,206,195	1,573,882	371,837	....	35,017	1,980,736
1956	25,271	11,822	70,867	115,105	483,756	220,208	100,766	106,853	10,460	922,043	1,375,343	274,603	....	44,162	1,694,108
1957	9,474	4,596	91,469	117,330	595,503	257,488	103,915	106,436	33,017	1,096,359	1,493,617	260,573	26,681	37,296	1,818,169
1958	....	....	186,373	186,373	391,104	135,538	47,894	58,573	14,823	647,932	1,028,893	136,295	38,601	26,605	1,230,394
1959	....	....	363,372	363,372	390,104	167,277	42,488	64,424	18,498	682,791	1,471,249	157,972	40,778	28,815	1,698,814
1960	....	....	422,273	422,273	445,590	356,572	23,063	79,752	16,360	921,337	1,420,352	308,239	....	20,711	1,749,302
1961	....	....	370,685	370,685	299,683	225,945	....	94,387	11,747	631,762	1,330,235	309,098	....	31,126	1,670,459
1962	....	....	423,104	423,104	301,158	238,053	....	114,131	13,558	666,900	1,471,514	321,817	....	31,533	1,824,864
1963	....	....	428,346	428,346	426,332	379,026	....	114,062	15,266	934,686	1,559,108	288,804	....	31,517	1,879,509
1964	....	....	379,412	379,412	492,775	462,551	....	137,029	21,157	1,113,512	1,749,014	311,574	....	36,897	2,097,485
1965	....	....	324,669	324,669	624,779	521,783	....	202,559	17,214	1,366,335	1,998,385	331,367	....	42,363	2,372,388
1966	....	....	....	265,712	598,160	543,560	....	230,182	14,609	1,386,511	1,991,520	308,049	....	49,324	2,348,893
1967	....	....	....	237,785	627,173	491,919	....	206,399	15,901	1,341,392	1,520,711	295,511	....	35,218	1,851,440
1968	....	....	....	259,346	709,823	581,476	....	220,786	15,778	1,527,863	1,803,271	367,515	....	57,486	2,228,272
1969	....	....	....	239,937	658,987	538,381	....	211,727	18,860	1,427,955	1,880,384	352,137	....	58,835	2,291,356
1970	....	....	....	254,327	681,760	504,097	....	153,168	10,753	1,349,778	1,848,669	310,375	....	56,654	2,215,698
1971	....	....	....	245,805	687,115	545,785	....	156,195	12,089	1,401,184	1,913,033	384,152	....	66,092	2,363,277
1972	....	....	....	301,973	709,884	562,985	....	178,951	14,321	1,466,141	2,058,676	396,186	....	94,434	2,549,296
1973	....	....	....	392,102	748,699	587,937	....	163,075	12,809	1,512,520	2,137,123	413,677	....	116,115	2,666,915
1974	....	....	....	329,431	597,276	462,872	....	107,802	12,252	1,180,202	1,756,811	330,513	....	84,693	2,172,017
1975	....	....	....	307,618	404,408	344,697	....	212,809	4,764	966,678	1,481,169	332,173	....	91,496	1,904,838
1976	....	....	....	247,032	526,957	460,647	....	271,061	411	1,259,076	1,665,619	408,121	....	115,801	2,189,541
1977	....	....	....	182,539	436,027	448,128	....	303,480	....	1,187,635	1,791,414	489,160	....	172,853	2,453,427
1978	....	....	....	157,797	394,534	427,946	....	189,631	....	1,112,111	1,769,077	560,299	....	178,873	2,508,249
1979	....	....	....	156,926	323,225	367,387	....	243,842	....	934,454	1,475,178	498,326	....	128,262	2,101,766
1980	....	....	....	150,878	236,522	250,556	....	138,385	....	625,463	1,046,887	326,361	....	72,740	1,445,988
1981	....	....	....	133,455	335,691	311,824	....	87,165	4,940	739,620	975,312	340,868	....	61,775	1,377,955
1982	....	....	....	84,069	243,519	243,519	....	169,275	2,603	667,580	889,470	316,293	....	87,820	1,293,583

	Kaiser	Fraser	Willys	Kaiser-* Fraser	Buick	Cadillac	Chevrolet	Oldsmobile	Pontiac	General Motors	Packard**	Studebaker**	Imports	Misc. Dom. Misc.	Dom. TOTAL
1946	3,501	1,873	2,329	5,374	126,322	23,666	329,601	93,094	113,109	685,792	36,435	58,051	....	3,515	1,815,196
1947	55,571	51,158	23,400	106,729	246,115	53,379	640,709	180,078	206,411	1,326,692	47,875	102,123	....	16,828	3,167,231
1948	108,367	57,994	21,408	166,361	244,762	59,379	709,609	175,531	226,939	1,418,220	77,843	143,120	....	....	3,400,954
1949	57,995	15,827	28,576	73,822	372,425	80,880	1,301,466	269,351	321,033	2,075,155	97,771	199,460	12,291	11,714	4,838,342
1950	100,171	11,864	33,926	112,055	535,806	101,825	1,420,399	372,519	440,528	2,871,078	73,155	268,229	16,337	9,271	6,326,438
1951	103,658	....	26,049	103,658	392,285	97,093	1,067,042	273,472	337,821	2,167,713	66,999	205,514	20,828	8,466	5,060,903
1952	71,306	....	41,016	71,306	310,806	87,806	852,542	218,189	266,351	1,735,694	66,346	157,902	29,299	3,661	4,158,394
1953	34,210	....	42,433	76,643	454,320	98,612	1,342,480	305,593	385,692	2,586,697	71,079	161,257	28,961	13,080	5,738,989
1954	10,012	....	17,002	27,014	613,497	110,328	1,417,453	407,150	358,167	2,806,595	38,396	95,914	25,385	3,766	5,535,437
1955	959	....	6,267	7,226	737,879	141,038	1,640,681	589,515	530,007	3,639,120	52,103	95,761	51,658	356	7,169,908
1956	....	....	....	....	529,371	132,952	1,565,399	437,899	358,668	3,024,286	28,396	76,402	91,042	3,866	5,955,248
1957	....	....	....	....	394,553	141,209	1,456,288	371,596	319,719	2,683,365	5,189	62,565	195,036	4,329	5,982,342
1958	....	....	....	....	263,961	122,651	1,234,414	306,566	229,831	2,157,443	....	47,798	365,305	19,269	4,654,513
1959	....	....	....	....	245,909	135,367	1,419,131	360,525	382,137	2,543,089	....	133,382	614,131	5,696	6,041,275
1960	....	....	....	....	267,837	149,593	1,696,925	355,798	399,646	2,869,799	....	106,244	498,785	8,910	6,576,650
1961	....	....	....	....	290,623	142,195	1,589,734	328,586	372,871	2,724,009	....	72,155	378,622	7,055	5,854,747
1962	....	....	....	....	400,267	151,528	2,078,029	440,995	528,654	3,599,473	....	77,877	339,160	7,485	6,938,863
1963	....	....	....	....	454,237	159,233	2,161,653	474,786	606,791	3,866,700	....	64,570	385,624	7,282	7,556,717
1964	....	....	....	....	481,043	151,638	2,124,905	513,134	687,902	3,958,622	....	26,073	484,131	5,915	8,065,150
1965	....	....	....	....	608,620	189,661	2,424,358	608,930	831,448	4,663,017	....	12,042	569,415	6,046	9,313,912
1966	....	....	....	....	569,131	196,498	2,158,811	580,550	830,856	4,335,846	....	....	658,123	7,636	9,006,488
1967	....	....	....	....	565,313	209,546	1,978,758	551,274	834,146	4,139,037	....	....	779,220	8,440	8,357,421
1968	....	....	....	....	627,159	205,593	2,060,249	624,262	877,382	4,394,645	....	....	985,767	7,969	9,403,862
1969	....	....	....	....	677,319	243,905	2,060,202	642,889	759,605	4,419,920	....	....	1,061,617	5,739	9,446,524
1970	....	....	....	....	493,207	165,042	1,668,288	461,732	544,715	3,332,984	....	....	1,230,961	4,456	8,388,204
1971	....	....	....	....	726,542	253,002	2,195,345	666,958	680,097	4,521,944	....	....	1,293,743	4,673	9,830,626
1972	....	....	....	....	646,526	257,795	2,289,407	729,153	712,775	4,635,656	....	....	1,529,402	5,326	10,487,794
1973	....	....	....	....	696,333	285,709	2,455,063	808,889	807,546	5,053,540	....	....	1,719,913	6,002	11,350,995
1974	....	....	....	....	428,194	219,993	1,973,706	519,082	504,081	3,645,056	....	....	1,369,148	5,240	8,701,094
1975	....	....	....	....	489,290	256,135	1,749,877	604,882	478,142	3,578,326	....	....	1,500,928	3,452	8,261,840
1976	....	....	....	....	700,778	293,716	2,035,858	867,485	706,460	4,604,297	....	....	1,446,637	4,902	9,751,485
1977	....	....	....	....	735,396	325,724	2,205,566	953,875	800,230	5,020,791	....	....	1,976,512	5,330	10,826,234
1978	....	....	....	....	762,532	335,053	2,294,990	967,896	857,083	5,217,554	....	....	1,946,094	4,299	10,946,104
1979	....	....	....	....	687,182	307,897	2,106,404	931,836	774,525	4,807,844	....	....	2,351,053	4,652	10,356,695
1980	....	....	....	....	707,544	212,557	1,725,874	807,000	612,794	4,065,769	....	....	2,469,180	3,659	8,760,937
1981	....	....	....	....	718,304	224,458	1,437,091	830,892	546,936	3,757,681	....	....	2,431,680	3,528	8,443,919
1982	....	....	....	....	713,671	240,197	1,222,624	775,702	461,149	3,413,343	....	....	2,293,268	2,499	7,754,342

* Became Kaiser-Willys in 1953. **Became Studebaker-Packard in 1955.

MARKET SHARES BY CORPORATION, U. S. REGISTRATIONS, SINCE WORLD WAR II

Year	GM	Ford	Chrysler	AMC*	Studebaker-Packard*	Kaiser-Frazer, Willys	Miscellaneous Domestic	Imports
1946	37.76	21.97	25.74	8.68	5.21	0.42	0.20	—
1947	41.89	21.09	21.77	5.88	4.73	4.11	0.53	—
1948	40.63	18.82	21.45	6.12	6.33	5.38	0.81	0.46
1949	42.89	21.31	21.40	5.65	6.14	2.12	0.24	0.25
1950	45.48	24.00	17.61	4.90	5.40	2.30	0.15	0.26
1951	42.83	22.16	21.80	4.68	5.38	2.57	0.17	0.41
1952	41.74	22.78	21.27	5.31	5.39	2.71	0.09	0.71
1953	45.07	25.15	20.31	3.55	4.05	1.34	0.02	0.51
1954	50.70	30.83	12.90	2.01	2.43	0.47	0.07	0.59
1955	50.76	27.63	16.82	1.81	2.06	0.10	0.01	0.81
1956	50.78	28.45	15.48	1.81	1.76	—	0.07	1.65
1957	44.85	30.39	18.33	1.77	1.13	—	0.07	3.46
1958	46.36	26.44	13.92	4.01	1.06	—	0.07	8.12
1959	42.10	28.12	11.30	6.01	2.21	—	0.09	10.17
1960	43.64	26.60	14.01	6.42	1.62	—	0.13	7.58
1961	46.53	26.53	10.79	6.33	1.23	—	0.12	6.47
1962	51.87	26.30	9.61	6.10	1.12	—	0.11	4.89
1963	51.04	24.87	12.37	5.67	0.85	—	0.10	5.10
1964	49.06	26.01	13.81	4.71	0.32	—	0.07	6.00
1965	50.07	25.47	14.67	3.49	0.13	—	0.06	6.11
1966	48.13	26.08	15.39	2.95	0.06	—	0.08	7.31
1967	49.53	22.15	16.05	2.85	—	—	0.10	9.32
1968	46.73	23.70	16.25	2.76	—	—	0.08	10.48
1969	46.79	24.25	15.12	2.54	—	—	0.06	11.24
1970	39.73	26.42	16.09	3.03	—	—	0.05	14.68
1971	45.16	23.52	13.71	2.50	—	—	0.05	15.06
1972	44.40	24.39	13.80	2.83	—	—	0.05	14.53
1973	44.32	23.50	13.33	3.45	—	—	0.05	15.15
1974	41.89	24.96	13.56	3.79	—	—	0.06	15.74
1975	43.31	23.06	11.70	3.72	—	—	0.04	18.17
1976	47.22	22.45	12.91	2.53	—	—	0.05	14.84
1977	46.37	22.66	10.97	1.69	—	—	0.04	18.26
1978	47.67	22.91	10.16	1.44	—	—	0.05	17.78
1979	46.42	20.29	9.02	1.52	—	—	0.05	22.70
1980	46.41	16.51	7.14	1.72	—	—	0.04	28.18
1981	44.50	16.32	8.76	1.58	—	—	0.04	28.80
1982	44.02	16.68	8.61	1.09	—	—	0.03	29.57

*—And predecessors

NEW-CAR REGISTRATIONS OVERSEAS

	AUSTRIA	BELGIUM	HOLLAND	ITALY	JAPAN	NORWAY	UK	W. GERMANY
Alfa Romeo	2,594	4,169	4,047	107,115	121	....	8,928	11,221
Bertone	....	....	....	....	....	....	....	1,330
BL	631	5,629	6,555	31,623	1,904	....	277,260	4,156
BMW	7,037	11,372	14,266	26,186	5,293	2,534	22,977	127,315
Chrysler	....	108	45	....	205	90	....	....
Citroen	6,037	22,651	22,074	74,529	322	1,896	24,149	38,699
Daihatsu	350	1,644	2,619	....	76,803	869	4,743	5,870
FSO	....	....	55	....	....	....	3,105	....
Fiat	11,919	19,762	22,257	869,787	966	1,798	48,808	93,343
Ford	16,679	29,580	42,432	84,916	1,402	17,591	474,192	242,712
GM	27,594	35,392	65,599	62,445	1,996	15,480	181,737	392,853
Honda	3,020	11,435	14,188	....	239,568	4,443	16,333	32,072
Hyundai	....	885	2,272	....	....	....	2,993	....
Lada	2,059	16,425	9,244	....	....	3,972	16,752	6,585
Lotus	....	....	....	....	6	....	410	....
Mazda	18,787	12,564	15,045	....	247,346	14,765	15,139	40,573
Mercedes-Benz	4,896	8,492	8,059	13,158	5,739	1,556	12,164	233,645
Mitsubishi	3,953	11,546	14,045	....	225,767	3,721	8,640	33,530
Nissan	12,522	12,908	18,786	....	622,297	8,715	93,213	42,490
Nueva Innocenti	....	134	....	19,767	....	....	....	474
Peugeot	8,077	24,859	16,002	28,738	77	2,605	19,636	23,353
Pininfarina	....	....	....	....	....	....	....	190
Porsche	405	521	160	....	560	....	2,700	10,327
Renault	11,827	32,370	32,451	185,418	294	538	64,147	83,668
Rolls Royce	....	....	....	....	42	....	805	....
Saab	479	1,020	3,368	....	253	2,331	9,474	3,037
Skoda	376	2,349	1,218	....	....	662	9,272	1,330
Subaru	3,127	1,080	1,068	....	77,267	1,020	2,700	4,700
Suzuki	816	1,793	7,417	....	89,180	....	2,763	11,942
Talbot	....	....	10,415	39,509	....	1,770	56,149	24,756
Toyota	7,440	21,102	17,838	....	1,173,779	8,963	27,590	40,037
VW-Audi	40,344	46,260	37,124	116,292	15,076	12,453	92,435	631,942
Volvo	3,045	7,079	17,053	14,774	811	7,295	51,707	12,511
Zastava	....	119	949	....	....	....	3,101	....
Others	134	1,420	51	11,239	412	506	891	1,435
TOTAL	194,150	344,690	406,774	1,685,496	3,038,272	115,573	1,555,027	2,155,537

RV SHIPMENTS

1982**

(Total shipments, 258,000)

Travel trailers	65,500
Truck campers	5,700
Folding camping trailers	34,300
Motor homes	41,200
Multi-use vehicles	111,300

1981**

(Total shipments, 239,100)

Travel trailers	63,800
Truck campers	5,100
Fold-down camping trailers	35,000
Motor homes	35,400
Multi-use vehicles	99,800

1980**

(Total shipments, 181,400)

Travel trailers	51,900
Truck campers	5,000
Fold-down camping trailers	24,500
Motor homes	28,600
Multi-use vehicles	71,400

1979**

(Total shipments, 303,300)

Travel trailers	90,200
Truck campers	13,800
Fold-down camping trailers	31,100
Motor homes	64,100
Multi-use vehicles	104,100

1978**

(Total shipments—526,300)

Travel trailers	159,800
Truck campers	48,200
Fold-down camping trailers	48,200
Motor homes	157,200
Multi-use vehicles	136,400

**—Pickup covers no longer included in RVIA shipments.

1977

(Total shipments—745,600)

Travel trailers	167,800
Truck campers	31,900
Fold-down camping trailers	53,900
Motor homes	280,200
Pickup covers	211,700

1976

(Total shipments—656,300)

Travel Trailers	189,700
Truck Campers	42,000
Camping Trailers	53,300
Motor Homes	156,100
Pickup Covers	215,200

1975

(Total Shipments—552,100)

Travel Trailers	150,600
Truck Campers	44,300
Camping Trailers	48,100
Motor Homes	96,600
Pickup Covers	212,500

1974

(Total Shipments—529,200)

Travel Trailers	126,300
Truck Campers	45,400
Camping Trailers	55,200
Motor Homes*	68,900
Pickup Covers	233,400

1973

(Total Shipments—752,500)

Travel Trailers	212,300
Truck Campers	89,800
Camping Trailers	97,700
Motor Homes*	129,000
Pickup Covers	223,700

1972

(Total Shipments—747,500)

Travel Trailers	250,800
Truck Campers	105,100
Camping Trailers	110,200
Motor Homes*	116,800
Pickup Covers	164,600

1971

(Total Shipments—549,400)

Travel Trailers	190,800
Truck Campers	107,200
Camping Trailers	95,800
Motor Homes	57,200
Pickup Covers	98,400

1970

(Total Shipments—472,000)

Travel Trailers	138,000
Truck Campers	95,900
Camping Trailers	116,100
Motor Homes	30,300
Pickup Covers	91,700

*—Imports of Volkswagen Campmobile Motor Home included in 1972-1974 totals only.

Source: Recreation Vehicle Industry Assn.

PRODUCTS/SPECIFICATIONS

Car and truck manufacturers continued massive spending programs in 1982 to bring to market new lines of products. A primary aim of the industry was to improve vehicle performance while retaining fuel efficiency and adding value. Although downsizing continued as a general trend, the 1983 model introductions were sparked by new looks, new features and plenty of variety. The result is a 1983 model product line that, segment for segment, is one of the strongest in history.

U. S. 1983 model passenger-car specifications

Make and Model	Dimensions									Engine							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat headroom (in.)	Front-seat legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase W/Filter (qts.)	Axle Ratio (standard)	Drive System	Wheel diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
AMERICAN MOTORS—Spirit 6	96	167.3	71.9	51.5	2813	38.1	40.8	57.8	57.1	L6	3.75 x 3.9	4.2/258	2V	9.2	NA	NA	21	11	5	2.35	R	14	31.5
Concord Sedan 6	108	185	71.1	50.9	2906	38.1	40.8	57.6	57.1	L6	3.75 x 3.9	4.2/258	2V	9.2	NA	NA	22	11	4	2.35	R	14	34.9
Concord Wagon 6	108	185	71.1	51.2	2951	38.1	40.8	57.6	57.1	L6	3.75 x 3.9	4.2/258	2V	9.2	NA	NA	22	11	5	2.35	R	14	34.9
Eagle Sedan 4	109.3	180.9	72.3	54.4	3264	38.1	40.8	59.6	57.6	L4	4 x 3	2.5/151	2V	8.2	NA	NA	22	6.5	4	3.54	4	15	37.2
Eagle Wagon 6	109.3	180.9	72.3	54.6	3392	38.1	40.8	59.6	57.6	L6	3.75 x 3.9	4.2/258	2V	9.2	NA	NA	22	14	5	2.73	4	15	37.2
Eagle SX-4 6	97.2	164.6	73	55	3161	38.1	40.8	59.6	57.6	L6	3.75 x 3.9	4.2/258	2V	9.2	NA	NA	21	14	5	2.35	4	15	33.8
BUICK—Skyhawk 2-dr.	101.2	175.3	62	54	2395	37.7	42.1	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	14	8	5	4.1	F	13	34.7
Skyhawk 4-dr.	101.2	175.3	62	54	2452	38.5	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	13.6	8	5	4.1	F	13	34.7
Skyhawk wagon	101.2	175.3	62	54	2522	38.4	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	86 @ 4900	110 @ 3000	13.6	9.5	5	4.1	F	13	34.7
Skylark 2-dr. 4	104.9	181.1	69.1	53.7	2531	38.2	42.2	58.7	56.9	L4	4 x 3	2.5/151	F.I.	8.2	90 @ 4000	132 @ 2800	14.2	8.3	4	3.32	F	13	38.1
Skylark 4-dr. V-6	104.9	161.1	68.9	53.7	2580	38.2	42.2	58.7	56.9	V-6	3.5 x 3	2.8/173	2V	8.4	112 @ 5100	148 @ 2400	14.5	10.2	5	3.32	F	13	38.1
Regal 2-dr. V-6	108.1	200.6	71.6	54.5	3245	37.9	42.8	58.5	57.8	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	18.1	12.9	5	2.41	R	14	38.6
Regal 4-dr. V-6	108.1	200.6	71.6	55.4	3260	38.5	42.8	58.5	57.8	V-6	3.96 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000	18.1	12.9	5	2.41	R	14	38.6
Regal Wagon (diesel)	108.1	196.7	71.2	56.5	3500	38.8	42.8	58.5	57.7	V-8	4.06 x 3.39	5.7/350	F.I.	22.5	105 @ 3200	200 @ 1600	18.1	NA	7.5	2.29	R	14	38.9
Century 2-dr. 4	104.9	189.1	66.8	53.6	2683	38.6	42.1	58.7	57	L4	4 x 3	2.5/151	F.I.	8.2	90 @ 4000	132 @ 2800	15.7	8.9	4	2.39	F	13	38.1
Century 4-dr. V-6	104.9	189.1	66.8	53.6	2819	38.6	42.1	58.7	57	V-6	3.8 x 2.66	3.0/181	2V	8.5	110 @ 4800	145 @ 2600	15.7	14.4	5	2.53	F	13	38.1
Riviera V-6	114	206.6	71.5	53.7	3700	37.9	42.8	59.3	60	V-6	3.97 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000	21.1	13	5	3.15	F	15	39.8
LeSabre 2-dr. V-6	115.9	218.4	76.2	56	3620	38.8	42.2	61.8	60.7	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	25	13	5	2.93	R	15	40.3
LeSabre 4-dr. V-8	115.9	218.4	76.2	56.7	3700	39.5	42.2	61.8	60.7	V-8	3.8 x 3.39	5.0/305	4V	8.0	140 @ 3600	240 @ 1600	25	13	5	2.73	R	15	40.3
Electra 2-dr. V-6	118.9	221.3	75.9	56.8	3803	38.5	42.2	61.8	60.6	V-6	3.97 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000	25	13	5	3.23	R	15	40.3
Electra 4-dr. V-8	118.9	221.3	75.9	57.7	3862	39.5	42.2	61.8	60.6	V-8	3.8 x 3.39	5.0/305	4V	8.0	140 @ 3600	240 @ 1600	22	15.6	5	2.73	R	15	40.3
Electra Wagon (diesel)	115.9	220.5	79.3	59.6	4300	39.8	42.2	62.2	64	V-8	4.05 x 3.39	5.7/350	F.I.	21.6	105 @ 3200	200 @ 1600	25	15.6	7.5	2.73	R	15	40.5
OPTIONAL ENGINES: Skyhawk (OHC)										L4	3.34 x 3.13	1.8/112	F.I.	9	84 @ 5200	102 @ 2800							
Skylark (High Output)										V-6	3.5 x 3	2.8/173	2V	8.9	135 @ 5400	145 @ 2400							
Riviera (turbo)										V-6	3.8 x 3.4	3.8/231	4V	8.0	180 @ 4000	270 @ 2400							
Regal (turbo)										V-6	3.8 x 3.4	3.8/231	4V	8.0	170 @ 4000	275 @ 2600							
Regal, Century (diesel)										V-6	4.06 x 3.39	4.3/263	F.I.	21.6	85 @ 3600	165 @ 1600							
LeSabre										V-6	3.97 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000							
Riviera										V-8	3.8 x 3.39	5.0/307	4V	8.0	140 @ 3600	240 @ 1600							
LeSabre. Riviera (diesels)										V-8	4.06 x 3.39	5.7/350	F.I.	22.5	105 @ 3200	200 @ 1600							
CADILLAC—Cimarron	101.2	173.1	65	52	2639	38.2	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	13.6	8.3	5	3.83	F	13	38.2
Seville	114	204.8	70.9	54.3	3844	38.1	42.8	59.3	60.6	V-8	3.47 x 3.31	4.1/249	F.I.	8.5	135 @ 4400	200 @ 2200	20.3	12	6	2.41	F	15	42.2
Eldorado	114	204.5	70.6	54.3	3748	37.9	42.8	59.3	60.6	V-8	3.47 x 3.31	4.1/249	F.I.	8.5	135 @ 4400	200 @ 2200	20.3	12	6	2.41	F	15	42.2
Coupe deVille	121.5	221	75.4	54.6	3935	38.1	42	61.7	60.7	V-8	3.47 x 3.31	4.1/250	F.I.	8.5	135 @ 4400	200 @ 2200	24.5	10.8	5	3.42	R	15	44.1
Fleetwood Sedan	121.5	221	75.3	56.7	4029	39	42	61.7	60.7	V-8	3.47 x 3.31	4.1/250	F.I.	8.5	135 @ 4400	200 @ 2200	24.5	10.8	5	3.42	R	15	44.1
OPTIONAL ENGINES: Limo										*	3.8 x 4.06	6.0/368	F.I.	8.2	140 @ 3800	265 @ 1400							
Eldorado, deVille, Brougham, Seville (diesels)										V-8	4.06 x 3.39	5.7/350	F.I.	22.7	105 @ 3200	200 @ 1600							
*—V-8-6-4 Modulated Displacement engine																							
CHEVROLET—Chevette 2-dr.	94.3	161.9	61.8	52.9	2060	38.1	41.6	51.2	51.2	L4	3.23 x 2.98	1.6/98	2V	9.4	65 @ 5200	80 @ 3200	12.5	9.2	5	3.36	R	13	30.2
Chevette 4-dr. (diesel)	97.3	164.9	61.8	52.9	2286	38.3	41.6	51.2	51.2	L4	3.31 x 3.23	1.8/111	F.I.	2.2	51 @ 5000	72 @ 2000	12.5	8.5	6	3.36	R	13	30.8
Cavalier 2-dr.	101.2	170.9	66	51.3	2384	37.8	42	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	14	9.5	5	2.36	F	13	35.3
Cavalier 4-dr.	101.2	172.4	66.3	53.3	2403	38.6	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	14	9.5	5	2.36	F	13	35.3
Cavalier Hatchback	101.2	173.5	66	51.3	2440	37.2	42	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	14	9.5	5	2.36	F	13	35.3
Cavalier Wagon	101.2	173	66.3	53.3	2464	38.3	42.1	55.4	55.2	L4	3.5 x 3.15	2.0/121	F.I.	9.3	88 @ 4800	110 @ 2400	14	9.5	5	2.36	F	13	35.3
Citation 2-dr. 4	104.9	176.7	66.3	53.5	2463	38.1	42.2	58.7	57	L4	4 x 3	2.5/151	F.I.	8.2	92 @ 4000	134 @ 2800	14	8.7	4	3.32	F	13	36.1
Citation 4-dr. V-6	104.9	176.7	68.3	53.5	2566	38.1	42.2	58.7	57	V-6	3.5 x 2.99	2.8/173	2V	8.5	112 @ 4800	145 @ 2100	14	10.7	5	3.32	F	13	36.1
Camaro 4	101	187.8	72.8	50	2883	37	43	60.7	61.6	L4	4 x 3	2.5/151	F.I.	8.2	92 @ 4000	134 @ 2800	15.9	13.1	4	3.42	R	14	36.9
Camaro V-6	101	187.8	72	49.8	2959	37	43	60.7	61.6	V-6	3.5 x 2.99	2.8/173	2V	8.5	107 @ 4800	145 @ 2100	16.1	13.1	5	3.42	R	14	36.9
Malibu 4-dr. V-6	108.1	192.7	72.3	55.7	3190	38.7	42.8	58.5	57.8	V-6	3.74 x 3.48	3.8/229	2V	8.6	110 @ 4000	190 @ 1600	18.1	18.9	5	2.41	R	14	37.1
Malibu Wagon V-8	108.1	193.4	71.9	55.8	3468	38.8	42.8	58.5	57.8	V-8	3.74 x 3.48	5.0/305	4V	8.6	150 @ 4000	240 @ 2400	18.2	16.6	5	2.29	R	14	40
Monte Carlo V-6	108.1	200.4	71.8	54.3	3201	37.6	42.8	58.5	57.8	V-6	3.74 x 3.48	3.8/229	2V	8.6	110 @ 4000	190 @ 1600	18.1	15.2	5	2.29	R	14	37.1
Monte Carlo V-8	108.1	200.4	71.8	54.3	3317	37.6	42.8	58.5	57.8	V-8	3.74 x 3.48	5.0/305	4V	8.6	150 @ 4000	240 @ 2400	18.1	18.9	5	2.29	R	14	37.1
Celebrity 2-dr. 4	104.9	188.3	69.3	53.7	2710	38.8	42.1	58.7	57	L4	4 x 3	2.5/151	F.I.	8.2	92 @ 4000	134 @ 2800	15.7	9	4	2.84	F	13	36.9
Celebrity 4-dr. V-6	104.9	188.3	68.8	53.7	2790	38.6	42.1	58.7	57	V-6	3.5 x 2.99	2.8/173	2V	8.5	112 @ 4800	145 @ 2100	16.4	9	4	2.84	F	13	36.9
Chevrolet 4-dr. V-6	116	212.2	75.3	56.4	3490	39.5	42.2	61.8	60.8	V-6	3.74 x 3.48	3.8/229	2V	8.6	110 @ 4000	190 @ 1600	25	14.2	5	2.56	R	15	38.7
Chevrolet Wagon V-8	116	215.1	79.3	58.1	4092	39.6	42.2	62.2	64.1	V-8	3.74 x 3.48	5.0/305	4V	8.6	150 @ 4000	240 @ 2400	22	15.5	5	2.73	R	15	39.7
Corvette (1984 model)	96.2	176.5	71	46.7	3164	36.4	42.6	59.6	60.4	V-8	4 x 3.48	5.7/350	F.I.	9	205 @ 4300	290 @ 2800	20	14.7	5	3.07	R	15	40.1
OPTIONAL ENGINES: Citation										V-6	3.5 x 2.99	2.8/173	2V	8.9	135 @ 5400	145 @ 2400							
Camaro										V-8	3.74 x 3.48	5.0/305	4V	8.6	150 @ 4000	240 @ 2400							
Malibu, Monte Carlo, Celebrity (diesels)										V-6	4.06 x 3.39	4.3/263	F.I.	22.8	85 @ 3600	165 @ 1600							
Camaro Z-28										V-8	3.74 x 3.48	5.0/305	F.I.	9.5	175 @ 4200	250 @ 2800							
Chevrolet, Malibu (diesels)										V-8	4 x 3.39	5.7/350	F.I.	22.1	105 @ 3200	200 @ 1600							
CHRYSLER—LeBaron Convertible	100.1	179.6	68.5	54.1	2532	39.8	42.8	57.6	57	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	2.78	F	14	34.6
LeBaron 4-dr.	100.1	179.6	68.5	53	2601	38.6	42.2	57.6	57	L4	3.59 x 3.86	2.6/156	2V	8.2	93 @ 4500	132 @ 2500	13	8.7	6	2.78	F	14	34.6
LeBaron Wagon 4	100.1	179.6	68.5	52.7	2712	38.5	42.2	57.6	57	L4	3.59 x 3.86	2.6/156	2V	8.2	93 @ 4500	132 @ 2500	13	8.7	6	2.78	F	14	34.6
Gran LeBaron	103.1	185.6	68.3	52.9	2583	38.7	42.2	57.6	57	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	3.02	F	14	35.6
Cordoba 6	112.7	210.1	72.7	53.3	3460	37.4	43.3	60	59.5	L6	3.4 x 4.12	3.7/225	1V	8.4	90 @ 3600	165 @ 1600	18	11.5	5	2.94	R	15	40.7
New Yorker 6	118.5	221.5	77.6	54.5	3831	38.6	42.3	61.8	62	L6	3.4 x 4.12	3.7/225	1V	8.4	90 @ 3600	165 @ 1600	18	11.5	5	2.94	R	15	42.4
Imperial	112.7	213.3	72.7	53.2	4019	37.5	43.4	60	59.5	V-8	3.91 x 3.31	5.2/318	F.I.	8.5	140 @ 4000	245 @ 2000	18	15.5	5	2.24	R	15	40.7
OPTIONAL ENGINES: Cordoba, New Yorker										V-8	3.91 x 3.31	5.2/318	2V	8.5	130 @ 4000	230 @ 1600							
DODGE—Charger 1.6-liter	96.6	174	66.7	51.2	2222	37.2	42.4	56.1	55.6	L4	3.17 x 3.07	1.6/97.1	2V	8.8	62 @ 4800	86 @ 3200	13	7	4.5	2.69	F	13	37.3
Charger 2.2	96.6	174	66.7	50.8	2331	37.2	42.4	56.1	55.6	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	2.69	F	14	34.2
Omni 4 dr. 1.7-liter	99.7	164.8	65.8	53.5	2153	38.3	42	56.1	55.6	L4	3.13 x 3.4	1.7/104	2V	8.2	63 @ 4800	83 @ 2400	13	8.7	5	3.37	F	13	34.9
Aries 4-dr. 2.2 liter	99.6	176	68.6	52.6	2327	38.5	42.2	57.6	57	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	2.69	F	13	34.3
Aries Wagon 2.6 liter	99.6	176.2	68.6	52.4	2577	38.6	42.2	57.6	57	L4	3.59 x 3.86	2.6/156	2V	8.2	93 @ 4500	132 @ 2500	13	8.7	4.7	2.78	F	13	34.3
400 4-dr.	100.1	179.8	68.5	53	2542	38.6	42.2	57.6	57	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	2.78	F	14	34.6
600	103.1	187.2	68.3	52.9	2564	38.7	42.2	57.6	57	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	3.02	F	14	35.6
Diplomat Sedan 6	112.7	205.7	74.2	55.3	3412	39.3	42.5	60	59.5	L6	3.4 x 4.12	3.7/225	1V	8.4	90 @ 3600	165 @ 1600	18	11.5	5	2.94	R	15	40.7
Mirada 6	112.7	209.5	72.7	53.3	3401	37.5	43.7	60	59.5	L6	3.4 x 4.12	3.7/225	1V	8.4	90 @ 3600	165 @ 1600	18	11.5	5	2.94	R	15	40.7
OPTIONAL ENGINES: Mirada, Diplomat										V-8	3.91 x 3.31	5.2/318	2V	8.5	130 @ 4000	230 @ 1600							
400, 600										L4	3.59 x 3.86	2.6/156	2V	8.2	93 @ 4500	132 @ 2500							
FORD—EXP	94.2	170.3	63	50.5	2156	37	41.9	54.7	56	L4	3.15 x 3.13	1.6/97.6	2V	8.8	70 @ 4600	89 @ 3000	13	8	4	3.59	F	13	35.5
Escort (EFI)	94.2	163.9	65.9	53.3	2016	38	41.5	54.7	56	L4	3.15 x 3.13	1.6/97.6	F.I.	NA	NA	NA	13	8	4	3.73	F	13	35.5

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PRODUCTS/SPECIFICATIONS

Make and Model	Dimensions									Engine							Capacities			Miscellaneous			
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Front-seat headroom (in.)	Front-seat legroom (in.)	Front Tread (in.)	Rear Tread (in.)	Type	Bore and Stroke (in.)	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net HP at RPM	Net torque (ft. lbs.) at RPM	Fuel Tank (U.S. gals.)	Cooling System with heater (qts.)	Crankcase W/filter (qts.)	Axle Ratio (standard)	Drive System	Wheel Diameter (in.)	Curb-to-Curb Turning Circle (dia. in ft.)
Escort 4-dr.	94.2	163.9	65.9	53.3	2078	38	41.6	54.7	56	L4	3.15 x 3.13	1.6/97.6	2V	8.8	70 @ 4600	89 @ 3000	13	6.5	4	3.59	F	13	35.5
Escort Wagon	94.2	165	65.9	53.3	2117	38	41.5	54.7	56	L4	3.15 x 3.13	1.6/97.6	2V	8.8	70 @ 4600	89 @ 3000	13	6.5	4	3.59	F	13	35.5
Mustang 2-dr. 4	100.4	179.1	69.1	51.4	2684	37.2	41.7	56.6	57	L4	3.78 x 3.13	2.3/140	1V	NA	NA	NA	15.4	10.2	5	3.08	R	14	36.6
Mustang 3-dr. 6	100.4	179.1	69.1	51.4	2700	37.2	41.7	56.6	57	V-6	3.8 x 3.4	3.8/232	2V	8.7	112 @ 4000	175 @ 2600	15.4	9	5	2.73	R	14	36.6
Tempo 2-dr. (1984 model)	99.9	176.2	66.2	52.5	2373	3.76	41.5	54.7	57.6	L4	N.A.	2.3/140	1V	9	90 @ 4700	125 @ 2700	14	N.A.	N.A.	3.04	F	13	38.5
Tempo 4-dr. (1984 model)	99.9	176.2	66.2	52.7	2443	3.76	41.5	54.7	57.6	L4	N.A.	2.3/140	1V	9	90 @ 4700	125 @ 2700	14	N.A.	N.A.	3.04	F	13	38.5
Fairmont Futura Sedan 4	105.5	195.5	71	52.9	2824	38.3	41.7	56.6	57	L4	3.78 x 3.13	2.3/140	2V	9.0	86 @ 4600	117 @ 2600	[illegible]	10.2	5	3.08	R	14	39
Fairmont Futura Coupe 6	105.5	197.4	71	51.7	2854	37.1	41.7	56.6	57	L6	3.68 x 3.13	3.3/200	1V	8.6	87 @ 3800	154 @ 1400	16	8.4	5	2.73	R	14	39
Thunderbird	104	197.6	71.1	53.2	3076	37.7	42	58.1	58.5	V-6	3.8 x 3.4	3.8/232	2V	NA	NA	NA	21	NA	NA	2.47	R	14	38.6
LTD Sedan 4	105.5	196.5	71	53.6	2981	38.7	41.9	56.6	57	L4	3.78 x 3.13	2.3/140	1V	NA	NA	NA	16	NA	NA	3.45	R	14	39
LTD Wagon 6	105.5	196.5	71	54.3	3092	39.1	41.9	56.6	57	L6	3.68 x 3.13	3.3/200	1V	NA	NA	NA	16	NA	NA	2.73	R	14	39
Ford 4-dr. V-8	114.3	211.1	77.5	55.3	3748	37.9	42.1	62.2	62	V-8	4 x 3	5.0/302	F.I.	NA	NA	NA	18	14.8	5	3.08	R	14	39.1
Ford Wagon V-8	114.3	215	79.3	56.8	3901	38.8	42.1	62.2	62	V-8	4 x 3	5.0/302	F.I.	NA	NA	NA	18.5	13.3	5	3.08	R	14	39.1
OPTIONAL ENGINES: EXP, Escort (high output)										L4	3.15 x 3.13	1.6/97.6	2V	9	80 @ 5800	88 @ 3400							
LTD										V-6	3.8 x 3.4	3.8/232	2V	8.7	112 @ 4000	175 @ 2600							
Mustang (high output)										V-8	4 x 3	5.0/302	4V	NA	NA	NA							
HONDA—Accord 4-dr.	96.5	173.6	65.4	51.7	2179	38.7	41.3	56.3	55.9	L4	3.03 x 3.7	1.8/107	3V	8.8	75 @ 4500	95.8 @ 3000	15.8	4.9	4	4.07	F	13	34.1
LINCOLN—Mark VI 2-dr.	114.3	216	78.1	55.2	4004	38	43.5	62.2	62	V-8	4 x 3	5.0/302	F.I.	8.4	134 @ 3400	232 @ 2200	18	13.3	5	3.08	R	15	40
Mark VI 4-dr.	1173.	219.1	78.1	56.1	4105	39	43.5	62.2	62	V-8	4 x 3	5.0/302	F.I.	8.4	134 @ 3400	232 @ 2200	18	13.3	5	3.08	R	15	40
Lincoln 4-dr.	117.3	219	78.1	55.9	4062	39	43.5	62.2	62	V-8	4 x 3	5.0/302	F.I.	8.4	134 @ 3400	232 @ 2200	18	13.3	5	3.08	R	15	40
Continental	108.6	201.2	73.6	54.8	3521	38.5	42.8	58.4	59	V-8	4 x 3	5.0/302	F.I.	NA	NA	NA	22.3	13.3	5	3.08	R	14	42.6
MERCURY LN7	94.2	170.3	65.9	50.5	2179	37.1	41.8	54.7	56	L4	3.15 x 3.13	1.6/97.6	2V	8.8	70 @ 4600	89 @ 3000	13	8	4	3.73	F	13	35.5
Lynx 2-dr. (EFI)	94.2	163.9	65.9	53.3	2032	38.1	41.5	54.7	56	L4	3.15 x 3.13	1.6/97.6	F.I.	NA	88 @ 5400	NA	13	6.5	4	3.73	F	13	35.5
Lynx 4-dr.	94.2	163.9	65.9	53.3	2094	38.1	41.5	54.7	56	L4	3.15 x 3.13	1.6/97.6	2V	8.8	70 @ 4600	89 @ 3000	13	8	4.5	3.59	F	13	34.5
Lynx Wagon	94.2	165	65.9	53.3	2128	38	41.5	54.7	56	L6	3.15 x 3.13	1.6/97.6	2V	8.8	70 @ 4600	89 @ 3000	13	6.5	4	3.59	F	13	35.1
Capri 4	100.4	179.1	69.1	51.9	2775	37.2	41.7	56.6	57	L4	3.78 x 3.13	2.3/140	1V	NA	NA	NA	15.4	10.2	5	3.08	R	14	37.4
Capri 6	100.4	179.1	69.1	51.9	2802	37.2	41.7	56.6	57	V-6	3.8 x 3.4	3.8/232	2V	8.7	112 @ 4000	175 @ 2600	15.4	9.0	5	2.73	R	14	37.4
Topaz 2-dr. (1984 model)	99.9	176.5	66.2	52.5	2379	37.6	41.5	54.7	57.6	L4	N.A.	2.3/140	1V	9	90 @ 4700	125 @ 2700	14	N.A.	N.A.	3.04	F	13	38.5
Topaz 4-dr. (1984 model)	99.9	176.5	66.2	52.7	2447	37.6	41.5	54.7	57.6	L4	N.A.	2.3/140	1V	9	90 @ 4700	125 @ 2700	14	N.A.	N.A.	3.04	F	13	38.5
Zephyr Sedan 4	105.5	195.5	71	52.9	2759	38.4	41.7	56.6	57	L4	3.78 x 3.13	2.3/140	1V	NA	NA	NA	16	10.2	5	3.08	R	14	38.8
Zephyr Coupe 6	105.5	197.4	71	51.7	2819	37.2	41.7	56.6	57	L6	3.68 x 3.13	3.3/200	1V	8.6	87 @ 3800	154 @ 1400	16	8.4	5	3.08	R	14	38.8
Cougar	104	197.6	71.1	53.4	3099	37.8	42	58.1	58.5	V-6	3.8 x 3.4	3.8/232	2V	NA	NA	NA	21	NA	NA	2.47	R	14	38.6
Marquis Sedan 4	105.5	196.5	71	53.6	2988	38.7	41.9	56.6	57	L4	3.78 x 3.13	2.3/140	1V	NA	NA	NA	16	NA	NA	3.45	R	14	39
Marquis Wagon 6	105.5	196.5	71	54.3	3099	39.1	41.9	56.6	57	L6	3.68 x 3.13	3.3/200	1V	NA	NA	NA	16	NA	NA	2.73	R	14	39
Mercury 4-dr. V-8	114.3	214	77.5	55.2	3790	37.9	42.1	62.2	62	V-8	4 x 3	5.0/302	F.I.	NA	NA	NA	18	14.8	5	3.08	R	14	39.1
Mercury Wagon V-8	114.3	218	79.3	56.8	3826	38.8	42.1	62.2	62	V-8	4 x 3	5.0/302	F.I.	NA	NA	NA	18.5	14.8	5	3.08	R	14	39.1
OPTIONAL ENGINES: Lynx, LN7 (high output)										L4	3.15 x 3.13	1.6/976	2V	9	80 @ 5800	88 @ 3400							
Marquis										V-6	3.8 x 3.4	3.8/232	2V	8.7	112 @ 4000	175 @ 2600							
Capri (high output)										V-8	4 x 3	5.0/302	4V	NA	NA	NA							
OLDSMOBILE—Firenza 2-dr. (OHC)	101.2	174.3	65	51.7	2412	37.2	42.1	55.4	55.2	L4	3.34 x 3.13	1.8/112	F.I.	9	82 @ 5200	102 @ 2800	14	8	4.5	3.83	F	13	34.4
Firenza 4-dr.	101.2	176.2	65	53.7	2418	38.2	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/122	F.I.	9.3	88 @ 4800	110 @ 2400	14	9.6	5	4.10	F	13	34.4
Firenza Wagon	101.2	176.2	65	55.2	2496	38.1	42.2	55.4	55.2	L4	3.5 x 3.15	2.0/112	F.I.	9.3	88 @ 4800	110 @ 2400	14	9.6	5	4.10	F	13	34.4
Omega 2-dr. 4	104.9	182.8	69.8	53.7	2495	38.2	42.2	58.7	57	L4	4 x 3	2.5/151	F.I.	8.2	92 @ 4000	134 @ 2800	14.2	9.5	4	3.32	F	13	38.4
Omega 4-dr. V-6	104.9	182.8	69.8	53.7	2604	38.2	42.2	58.7	57	V-6	3.5 x 3	2.8/173	2V	8.5	112 @ 4800	145 @ 2100	15.1	10.3	5	3.32	F	13	38.4
Cutlass Supreme 2-dr. V-6	108.1	200	71.6	54.9	3248	37.9	42.8	58.5	57.7	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 4000	190 @ 1600	18.1	13	5	2.41	R	14	38.2
Cutlass 4-dr. V-8	108.1	200.4	71.9	55.9	3474	38.7	42.8	58.5	57.7	V-8	3.8 x 3.39	5.0/307	4V	8	140 @ 3600	240 @ 1600	18.2	14.9	5	2.14	R	14	37.3
Cutlass Wagon V-8 (diesel)	108.1	200.4	71.8	56.1	N. A.	38.8	42.8	58.5	57.7	V-8	4.06 x 3.39	5.7/350	F.I.	22.7	105 @ 3200	200 @ 1600	18.2	17.4	7	2.29	R	14	37.4
Cutlass Ciera 2-dr. 4	104.9	188.4	69.5	54.1	2681	38.6	42.1	58.7	57	L4	4 x 3	2.5/151	F.I.	8.2	92 @ 4000	134 @ 2800	14.5	9.1	4	2.39	F	13	38.1
Cutlass Ciera 4-dr. V-6	104.9	188.4	69.5	54.1	2800	38.6	42.1	58.7	57	V-6	3.8 x 2.66	3.0/181	2V	8.5	110 @ 4800	145 @ 2600	15.7	13.6	5	2.53	F	13	38.1
Toronado V-6	114	206.1	71.4	54.6	3723	37.9	42.8	59.3	60	V-6	3.97 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000	21	13.1	5	3.15	F	15	40.4
Toronado V-8	114	206.1	71.4	54.6	3909	37.9	42.8	59.3	60	V-8	3.8 x 3.39	5.0/307	4V	8.0	140 @ 3600	240 @ 1600	21.1	16.4	5	2.73	F	15	40.4
Delta 88 Sedan V-6	115.9	218.1	76.3	56.7	3585	38.8	42.2	61.7	60.7	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	25	13	5	2.73	R	15	39.1
Ninety-Eight Sedan V-6	119	221.1	76.3	57.2	3885	39.5	42.2	61.7	60.7	V-6	3.97 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000	25	12.8	5	3.23	R	15	40
Custom Cruiser V-8	115.9	220.3	79.8	58.5	4202	39.6	42.2	62.1	64.1	V-8	3.8 x 3.39	5.0/307	4V	8.0	140 @ 3600	240 @ 1600	22	15.6	5	2.73	R	15	39.2
OPTIONAL ENGINES: Cutlass, Ciera (diesels)										V-6	4.06 x 3.39	4.3/263	F.I.	22.8	85 @ 3600	165 @ 1600							
Toronado, 88, Ninety-Eight, Custom Cruiser (diesels)										V-8	4.06 x 3.39	5.7/350	F.I.	22.7	105 @ 3200	200 @ 1600							
Omega (H.O.)										V-6	3.5 x 3	2.8/173	2V	8.9	130 @ 5400	145 @ 2400							
PLYMOUTH—Horizon 2-dr. 1.6 L	96.6	173.7	66.7	50.8	2226	37.2	42.5	56.1	55.6	L4	3.17 x 3.07	1.6/97.1	2V	8.8	62 @ 4800	86 @ 3200	13	7	4.5	2.69	F	13	37.3
Horizon 4-dr. 1.7 L	99.1	164.8	65.8	53.1	2153	38.1	42.1	56.1	55.6	L4	3.13 x 3.4	1.7/104	2V	8.2	63 @ 4800	83 @ 2400	13	6	5	3.37	F	13	38.1
Turismo 2.2	96.6	173.7	66.7	50.8	2258	37.2	42.5	56.1	55.6	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	2.57	F	14	37.3
Reliant 4-dr. 2.2 liter	100.1	176	68.6	52.7	2323	38.6	42.2	57.6	57	L4	3.44 x 3.62	2.2/135	2V	9	94 @ 5200	117 @ 3200	13	8.7	5	2.69	F	13	34.8
Reliant Wagon 2.6 liter	100.1	176.2	68.6	52.4	2533	38.5	42.2	57.6	57	L4	3.59 x 3.86	2.6/156	2V	8.2	93 @ 4500	132 @ 2500	13	8.7	6	2.78	F	13	34.8
Gran Fury 6	112.7	205.7	74.2	55.3	3412	39.3	42.5	60	59.5	L6	3.4 x 4.12	3.7/225	1V	8.4	90 @ 3600	165 @ 1600	18	11.5	5	2.94	R	15	40.7
OPTIONAL ENGINES: Gran Fury										V-8	3.91 x 3.31	5.2/318	2V	8.5	130 @ 4000	230 @ 1600							
PONTIAC—T1000 4-dr.	97.3	164.9	61.8	52.9	2128	38.3	41.6	51.2	51.2	L4	3.23 x 2.98	1.6/98	2V	8.6	62 @ 5200	82 @ 2400	12.5	9.2	5	3.7	R	13	30.8
2000 Coupe (OHC)	101.2	173.6	68.6	53.5	2353	37.7	42.1	55.4	55.2	L4	3.34 x 3.13	1.8/112	F.I.	9	82 @ 5200	102 @ 2800	14	8	4.5	3.19	F	13	34.5
2000 Sedan (OHC)	101.2	175.9	68.6	54.8	2412	38.5	42.2	55.4	55.2	L4	3.34 x 3.13	1.8/112	F.I.	9	82 @ 5200	102 @ 2800	14	8	4.5	3.83	F	13	34.5
2000 Hatchback 2.0 L	101.2	173.6	68.6	51.9	NA	37.6	42.1	55.4	55.2	L4	3.34 x 3.13	2.0/122	F.I.	9	88 @ 4800	110 @ 2400	14	9.6	5	3.83	F	13	34.5
2000 Wagon 2.0 L	101.2	175.8	65	51.9	NA	38.3	42.1	55.4	55.2	L4	3.5 x 2.91	2.0/122	F.I.	9	88 @ 4800	110 @ 2400	14	9.6	5	3.83	F	13	34.5
Phoenix Notchback 4	104.9	182.1	69	53.5	2473	38.2	42.2	58.7	57	L4	4 x 3	2.5/151	F.I.	8.2	90 @ 4000	134 @ 2800	14.6	8.5	4	3.32	F	13	38.3
Phoenix Hatchback V-6	104.9	183.1	69.1	53.4	NA	38.1	42.2	58.7	57	V-6	3.5 x 3	2.8/173	2V	8.5	110 @ 4800	145 @ 2400	14.6	10.2	5	3.32	F	13	38.3
Firebird 4	101	190.3	72.4	49.8	2864	37	43	60.7	61.6	L4	4 x 3	2.5/151	F.I.	8.2	90 @ 4000	134 @ 2400	15.9	13.1	4	3.42	R	14	36.9
Firebird V-6	101	190.3	72.4	49.8	2940	37	43	60.7	61.6	V-6	3.5 x 3	2.8/173	2V	8.5	105 @ 4800	140 @ 2400	15.9	13.1	5	3.23	R	14	36.9
Bonneville Sedan V-6	108.1	196.6	71.3	55.8	3257	38.7	42.8	58.5	57.8	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	18.1	20.9	5	2.41	R	14	37.3
Bonneville Wagon V-8 (diesel)	108.1	197.8	72.6	56.1	3412	38.9	42.8	58.5	58	V-8	NA	5.7/350	F.I.	21.6	105 @ 3200	200 @ 1600	NA	20.9	5	2.41	R	14	37.4
Grand Prix V-6	108.1	201.9	72.1	54.7	3335	37.6	42.8	58.5	57.8	V-6	3.8 x 3.4	3.8/231	2V	8.0	110 @ 3800	190 @ 1600	18.1	13.1	5	2.41	R	14	38.2
6000 2-dr. 4	104.8	188.7	68.2	54.8	2599	38.6	42.2	58.7	57	L4	4 x 3	2.5/151	F.I.	8.2	90 @ 4000	134 @ 2400	15.7	9.7	4	2.39	F	13	38.1
6000 4-dr. V-6	104.8	188.7	68.2	54.8	NA	38.6	42.2	58.7	57	V-6	3.5 x 3	2.8/173	2V	8.5	108 @ 5000	145 @ 2000	16.4	9	5	2.84	F	13	38.1
OPTIONAL ENGINES: Phoenix (H.O.), 6000 STE										V-6	3.5 x 3	2.8/173	2V	NA	NA	NA							
6000 (diesel)										V-6	4.06 x 3.39	4.3/263	F.I.	22.8	85 @ 3600	165 @ 1600							
Firebird										V-8	3.74 x 3.48	5.0/305	4	8.6	150 @ 4200	240 @ 2200							
Grand Prix, Bonneville										V-6	3.97 x 3.4	4.1/252	4V	8.0	125 @ 4000	205 @ 2000							
Grand Prix (diesel)										V-8	4.06 x 3.39	5.7/350	F.I.	22.7	105 @ 3200	200 @ 1600							
RENAULT/AMC-Alliance	97.2	163.8	65	54.5	1979	37.1	41	55.2	52.8	L4	2.99 x 3.03	1.4/85.2	F.I.	8.8	NA	75 @ 2000	12.5	NA	NA	3.29	F	13	NA
VOLKSWAGEN—Rabbit	94.5	155.3	63.4	53.2	1883	37.7	39	54.5	53.5	L4	3.13 x 3.4	1.7/105	1V	8	65 @ 5000	88 @ 2800	10	4.9	4.7	4.17	F	13	31.2
Rabbit GTI	94.5	155.3	63.4	55.5	1960	NA	NA	54.7	53.1	L4	3.19 x 3.4	1.8/109	F.I.	8.5	90 @ 5500	100 @ 3000	10	4.9	4.7	3.94	F	14	31.2
OPTIONAL ENGINES: Rabbit										L4	3.13 x 3.4	1.7/105	F.I.	8.2	74 @ 5000	90 @ 3000							
Rabbit (diesel)										L4	3.01 x 3.4	1.6/97	F.I.	23	52 @ 4800	72 @ 2000							

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Import 1983 model passenger-car specifications

As of April 1, 1983

MAKE AND MODEL	DIMENSIONS									ENGINE						CAPACITY			MISCELLANEOUS				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Headroom—front seat to headliner (in.)	Legroom—front floor to front seat back (in.)	Front tread (in.)	Read tread (in.)	Number of Cylinders	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net BHP at RPM	Net torque (ft. lbs.) at RPM	Fuel tank (U. S. gals.)	Cooling system (qts.) with heater	Crankcase w/filter (qts.)	Axle Ratio (standard)	Standard Transmission	Drive System	Wheel Diameter (in.)	Turning circle (dia. in ft.)
ALFA ROMEO Spider Veloce	88.6	168.8	64.1	48.8	2,548	33.9	29.5	52.1	50.1	4	2.0/119.7	F.I.	9	115@5,500	119.4@2,750	12.2	N.A.	N.A.	4.1	M5	R	14	34.5
GTV-6	94.5	171.2	65.5	52.4	2,823	N.A.	N.A.	54	53.2	V-6	2.5/152	F.I.	9	154@5,500	152@3,200	17	N.A.	N.A.	3.42	M5	R	15	32.8
ASTON MARTIN V-8 Coupe	102.8	189.5	72	52.3	4,100	N.A.	N.A.	59	59	V-8	5.3/326	4-2V	8.3	N.A.	N.A.	25.2	19.2	12	3.54	M5	R	15	38
Volante Convertible	102.8	189.5	72	54	4,100	N.A.	N.A.	59	59	V-8	5.3/326	4-2V	8.3	N.A.	N.A.	25.8	19.2	12	3.54	M5	R	15	38
Lagonda	115	207.9	70.5	51.2	4,400	N.A.	N.A.	59	59	V-8	5.3/326	N.A.	N.A.	N.A.	N.A.	33.3	N.A.	N.A.	N.A.	A3	R	15	N.A.
AUDI 4000 4E	99.8	176.6	66.2	53.7	2,146	N.A.	N.A.	55.1	55.9	4	1.7/105	F.I.	8.2	74@5,000	89.6@3,000	15.8	6.9	4.7	4.11	M5	F	13	32.5
4000 (diesel)	99.8	176.6	66.2	53.7	2,255	N.A.	N.A.	55.1	55.9	4	1.6/97	F.I.	23	52@4,800	71.5@2,000	15.8	6.9	4.7	4.11	M5	F	13	32.5
Coupe	99.8	177	66.3	53.1	2,507	N.A.	N.A.	55.2	55.9	5	2.1/131	F.I.	8.2	100@5,100	112.4@3,000	15.8	7.4	5.3	4.45	M5	F	14	32.5
Quattro	99.5	178.2	67.9	52	2,838	N.A.	N.A.	56	57.4	5	2.1/130	F.I.	7	156@5,500	181@3,000	23.8	9.8	4.5	3.89	M5	4	15	34
5000	105.5	188.9	69.6	54.7	2,703	N.A.	N.A.	57.9	56.9	5	2.1/131	F.I.	8.2	100@5,100	112.4@3,000	19.8	8.5	5.3	4.11	M5	F	14	34.3
5000 (turbo diesel)	105.5	188.9	69.6	54.7	2,703	N.A.	N.A.	57.9	56.9	5	2.0/121	F.I.	23	84@4,500	127@2,800	19.8	10	5.3	3.08	M5	F	14	34.3
BMW—318i Sedan	101.2	176.8	64.8	54.3	2,360	37.7	N.A.	55.4	55.7	4	1.8/107.8	F.I.	9.3	101@5,800	103@4,500	14.5	N.A.	N.A.	3.64	M5	R	14	32.2
528e Sedan	103.3	189	66.9	55.7	2,953	37	41.7	56.3	57.9	6	2.7/164.3	F.I.	9	121@4,250	170@3,250	16.6	12.7	4.5	2.93	M5	R	14	32.8
533i	103.3	189	66	55.7	3,125	N.A.	N.A.	56.3	57.9	6	3.2/196	F.I.	8.8	181@6,000	195@4,000	16.6	N.A.	N.A.	3.25	M5	R	15.4	32.8
633CSi Coupe	103.5	193.8	67.9	53.7	3,350	35	41.7	56.3	57.9	6	3.2/196	F.I.	8.8	181@6,000	195@4,000	16.6	12.7	6.1	3.25	M5	R	14	33.1
733i Sedan	110	197.4	70.9	56.3	3,440	36	42.1	59.1	59.7	6	3.2/196	F.I.	8.8	181@6,000	195@4,000	22.5	12.7	6.1	3.25	M5	R	14	34.8
CHALLENGER 2.6L Coupe	99.6	180	65.9	52.8	2,723	36.8	41.1	54.1	53.3	4	2.6/155.9	2V	8.2	100@5,000	137@2,500	15.8	9.2	4.3	3.31	M5	R	14	32.8
COLT (Plymouth and Dodge)																							
2-door 1.4L	90.6	156.9	62.4	50	1,865	36.8	40.6	54.1	52.8	4	1.4/86	2V	8.8	64@5,000	78@3,000	10.6	4.8	3.6	3.17	M4	F	13	32.8
4-door 1.6L	93.7	161	62.6	50	1,951	36.8	40.6	54.1	52.8	4	1.6/97.5	2V	8.5	72@5,000	85@3,000	10.6	4.8	4.1	3.47	M 4x2	F	13	32.8
DATSUN—Sentra 2-dr. (diesel)	94.5	167.3	63.7	54.5	2,020	N.A.	N.A.	54.9	54.1	4	1.7/102.6	F.I.	21.4	55@2,800	75@2,800	10.5	10.5	5.5	3.55	M4	F	13	29.5
Sentra 4-dr. Sedan	94.5	167.3	63.7	54.5	1,855	38.3	43.1	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.2	3.79	M5	F	13	29.5
Sentra Hatchback	94.5	167.3	63.7	53.3	1,915	37.3	43.1	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.2	3.79	M5	F	13	29.5
Sentra Wagon	94.5	172.2	63.7	53.5	1,960	37.6	43.1	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.2	3.79	M5	F	13	29.5
Pulsar NX	95	162.4	63.7	54.1	1,907	N.A.	N.A.	54.9	54.1	4	1.6/97.5	2V	9.4	69@5,200	92@3,200	13.2	6.3	4.1	3.79	M5	F	13	30.2
Stanza 2-door Hatchback	97.2	170.9	65.2	53.9	2,190	N.A.	N.A.	56.5	55.5	4	2.0/120.4	2V	8.5	88@5,200	112@2,800	14.3	7.8	4.1	3.55	M5	F	13	32.1
Stanza 4-door Hatchback	97.2	173.4	65.6	54.7	2,215	N.A.	N.A.	56.5	55.5	4	2.0/120.4	2V	8.5	88@5,200	112@2,800	14.3	7.8	4.1	3.55	M5	F	13	32.1
Stanza Sedan	97.2	173.4	65.6	54.7	2,325	N.A.	N.A.	56.5	55.5	4	2.0/120.4	2V	8.5	88@5,200	112@2,800	14.3	7.8	4.1	3.55	M5	F	13	32.1
Maxima Sedan	103.4	183.3	65.2	54.5	2,880	N.A.	N.A.	54.7	53.9	6	2.4/146	F.I.	8.9	120@5,200	134@2,800	16.4	11.6	5.3	3.55	M5	R	14	37.7
Maxima Wagon (diesel)	103.4	186.8	64.6	55.7	3,095	N.A.	N.A.	54.3	53.5	6	2.8/170	F.I.	22.7	80@4,600	120@2,400	15.9	11	6.6	3.55	M5	R	14	37.7
200-SX Hardtop	94.5	176.2	66.1	51.6	2,585	37.1	44	53	53.7	4	2.2/133.4	F.I.	8.5	102@5,200	129@2,800	14	10	4.4	3.55	M5	R	14	34.1
200-SX Hatchback	94.5	176.2	66.1	51.6	2,610	36.5	43.8	53	53.7	4	2.2/133.4	F.I.	8.5	102@5,200	129@2,800	14	10	4.4	3.55	M5	R	14	34.1
280 ZX	91.3	174	66.5	51	2,860	36.5	43.3	54.9	54.7	6	2.8/168	F.I.	8.3	145@5,200	156@4,000	21.1	11.1	4.8	3.55	M5	R	14	32.2
280 ZX 2+2 GL	99.2	181.9	66.5	51.4	2,958	36.6	44	54.9	54.7	6	2.8/168	F.I.	8.3	145@5,200	156@4,000	21.1	11.1	4.8	3.55	M5	R	14	34.8
280ZX Coupe (turbo)	91.3	174	66.5	51	2,972	36.5	43.3	54.9	54.7	6	2.8/168	F.I.	7.4	180@5,600	202@2,800	21.1	11.1	4.8	3.55	M5	R	15	32.2
DeLOREAN DeLorean	94.8	168	78.3	44.9	2,712	N.A.	N.A.	62.6	62.5	V-6	2.9/174	F.I.	8.8	130@5,500	162@2,750	13.5	9.3	4.3	3.44	M5	R	15	35
FERRARI 308 GTBi, 308 GTSi	92.1	174.2	67.7	44.1	3,311	N.A.	N.A.	57.8	57.8	V-8	2.9/178.6	F.I.	8.8	205@6,600	180.8@5,000	18.5	19	9.6	3.71	M5	R	15	39.3
Mondial 8	104.3	182.7	70.5	49.6	3,500	N.A.	N.A.	59.6	60.4	V-8	2.9/178.6	F.I.	8.8	205@6,600	180.8@5,000	18.5	19	9.6	3.71	M5	R	15	41
FIAT X1/9	86.7	156.2	61.8	46.4	2,130	N.A.	N.A.	53.3	53.6	4	1.5/91.4	F.I.	8.5	75@5,500	79.2@3,000	12.2	11.6	4.6	4.08	M5	R	13	32.8
Spider 2000	89.7	163	63.5	48.2	2,360	N.A.	N.A.	53.2	52	4	2.0/121.7	F.I.	8.1	102@5,500	110@3,000	11.4	8	5.2	3.9	M5	R	14	34
Spider 2000 (turbo)	89.7	163	63.5	48.2	2,385	N.A.	N.A.	53.2	52	4	2.0/121.7	F.I.	8.1	120@6,000	130@3,600	11.4	8	5.2	3.9	M5	R	14	34
HONDA Civic 1.3L Hatchback	88.6	148.4	62.2	53.1	1,773	37	40.7	53.5	54.3	4	1.3/79.3	3V	9.3	60@5,500	68.2@4,000	10.8	4.9	4	4.07	M4	F	12	32.2
Civic Sedan	91.3	161.4	62.2	53.1	1,973	37	40.7	53.5	54.3	4	1.5/90.8	3V	9.3	67@5,000	79.3@3,500	12.1	5.7	4	4.27	M5	F	13	33.1
Civic Wagon	91.3	161.4	62.2	54.1	2,033	37	40.7	53.5	54.3	4	1.5/90.8	3V	9.3	67@5,000	79.3@3,500	10.8	5.7	4	4.27	M5	F	13	32.8
Accord	96.5	165.7	65.4	53.3	2,102	37.9	42.4	56.3	55.9	4	1.8/107	3V	8.8	75@4,500	95.8@3,000	15.8	4.9	4	4.07	M5	F	13	34.1
Accord Sedan	96.5	173.6	65.4	54.1	2,179	38.7	41.3	56.3	55.9	4	1.8/107	3V	8.8	75@4,500	95.8@3,000	15.8	4.9	4	4.07	M5	F	13	34.1
Prelude	97.7	169.1	66.5	51	2,200	37.3	43.2	57.9	57.9	4	1.8/111.6	2V	9.4	100@5,500	104@4,000	15.8	5.9	4	4.07	M5	F	13	33.5
ISUZU I-Mark Coupe	94.3	170.7	61.8	52.6	2,189	37	42	51.4	51.4	4	1.8/110.9	2V	8.5	78@4,800	95@3,000	13.7	7.1	5.7	3.15	M5	R	13	30.1
I-Mark Sedan (diesel)	94.3	170.7	61.8	53.5	2,335	37.9	42	51.4	51.4	4	1.8/110.9	F.I.	22	51@5,000	72@3,000	13.7	7.4	6	3.15	M4	R	13	30.1
Impulse	96.1	172.6	65.2	51.4	2,714	36.9	41.9	53.3	53.7	4	2.0/118.9	F.I.	9.2	90@5,000	108@3,000	15.1	6.3	5.3	3.91	M5	R	14	34.1
JAGUAR XJ6 Series III Sedan	113	199.6	69.8	54.2	4,066	38.1	39.3	58.3	58.9	6	4.2/258	F.I.	8.1	176@4,750	219@2,500	23.6	9	8.75	2.88	A3	R	15	40
XJ-S Coupe	102	191.7	70.6	47.8	3,950	37	43.5	58.6	59.2	V-12	5.3/326	F.I.	11.5	262@5,000	290@3,000	24	21	11	2.88	A3	R	15	38.4
LOTUS Esprit S3	96	165	73	43.8	2,450	35.8	40.5	59.5	59.5	4	2.2/132.6	2-2V	8.4	140@5,800	160@5,000	17.7	12	5.5	4.38	M5	R	14	38
Turbo Esprit	96	165	73	44	2,690	N.A.	N.A.	60.5	61.2	4	2.2/132.6	2-2V	7.5	210@6,000	200@4,000	22.8	12	N.A.	4.38	M5	R	15	38
MASERATI Quattroporte	110.2	199.6	70.5	53.1	4,650	36	N.A.	60	60	V-8	4.9/301	4-2V	8.6	288@5,200	308@3,000	28.4	17.5	11	3.54	A3	R	15	40
Biturbo	99	163.5	67.5	51.4	2,394	35.4	N.A.	55.9	56.3	V-6	2.0/121.8	2V	7.8	180@6,000	188@3,500	N.A.	N.A.	N.A.	3.73	M5	R	14	N.A.
MAZDA GLC 3-door Hatchback	93.1	159.1	64.2	54.1	1,890	37.9	41.5	54.7	54.9	4	1.5/90.9	2V	9	68@5,000	82@3,000	11.1	6	4	3.85	M4	F	13	30.2
GLC Sedan	93.1	166.8	64.2	54.1	1,935	37.9	41.5	54.7	54.9	4	1.5/90.9	2V	9	68@5,000	82@3,000	11.1	6	4	3.85	M4	F	13	30.2
GLC Wagon	91.1	165.4	62.8	56.3	2,130	38.6	40.6	51	51.6	4	1.5/90.9	2V	9	63@5,000	82@3,000	11.9	6	3.2	3.73	M4	R	13	28.8
RX-7	95.3	170.1	65.7	49.6	2,360	37.2	41.5	55.9	55.1	Rotary	1.1/70	4V	9.4	100@6,000	105@4,000	16.6	9.5	5.5	3.91	M5	R	13	31.5
626 Coupe	98.8	177.8	66.5	53.7	2,385	37.6	41.9	56.3	56.1	4	2.0/121.9	2V	8.6	83@4,800	110@2,500	15.8	7.4	4.8	3.85	M5	F	14	33.5
626 Sedan	98.8	177.8	66.5	55.5	2,410	38.4	41.4	56.3	56.1	4	2.0/121.9	2V	8.6	83@4,800	110@2,500	15.8	7.4	4.8	3.85	M5	F	14	33.5
626 Touring Sedan (5-dr.)	98.8	177.8	66.5	53.7	2,480	37.6	41.9	56.3	56.1	4	2.0/121.9	2V	8.6	83@4,800	110@2,500	15.8	7.4	4.8	3.85	M5	F	14	33.5
MERCEDES-BENZ 240 Diesel Sed.	110	190.9	70.3	56.6	3,265	38.3	41.9	58.6	56.9	4	2.4/146.4	F.I.	21	67@4,000	97@2,400	17.2	10.5	6.8	3.69	M4	R	14	37
300D Sedan (turbo)	110	190.9	70.3	56.6	3,585	38.3	41.9	58.6	56.9	5	3.0/183	F.I.	21.5	120@4,350	184@2,400	21.1	11.6	6.8	3.07	A4	R	14	37
300CD Coupe (turbo)	106.7	187.5	70.3	54.9	3,585	37.8	41.9	58.6	56.9	5	3.0/183	F.I.	21.5	120@4,350	184@2,400	21.1	11.6	6.8	3.07	A4	R	14	36.1
300 SD Sedan (turbo)	115.6	202.6	71.7	56.3	3,780	38.5	41.9	60.8	59.7	5	3.0/183	F.I.	21.5	120@4,350	184@2,400	20.3	13.2	7.9	3.07	A4	R	14	39
300 TD Wagon (turbo)	110	190.9	70.3	58.7	3,780	38.4	41.9	58.6	57.2	5	3.0/183	F.I.	21.5	120@4,350	184@2,400	18.5	13.2	7.9	3.07	A4	R	14	37
380 SEL Sedan	121.1	208.1	71.7	56.7	3,780	38.6	41.9	60.8	59.7	V-8	3.8/234.3	F.I.	8.3	155@4,750	196@2,750	23.8	13.2	8.5	2.47	A4	R	14	40.6
380 SL Coupe/Roadster	96.9	182.3	70.5	50.8	3,640	36.5	42.2	57.2	56.7	V-8	3.8/234.3	F.I.	8.3	155@4,750	196@2,750	22.5	13.2	8.5	2.47	A4	R	14	34.4
380 SEC Coupe	112.2	199.2	72	55.4	3,760	37.8	41.9	60.8	59.7	V-8	3.8/234.3	F.I.	8.3	155@4,750	196@2,750	22.4	13.2	8.5	2.47	A4	R	14	38.1
MITSUBISHI—Tredia Sedan	96.3	172.4	65	53.7	2,205	38	41	55.5	54.1	4	1.8/109.5	2V	8.5	82@5,000	93@3,000	13.2	7.4	4.2	2.57	M5	F	13	32.1
Cordia 2-dr. Hatchback	96.3	173	65.2	51.6	2,182	36.8	41.3	55.5	54.1	4	1.8/109.5	2V	8.5	82@5,000	93@3,000	13.2	7.4	4.2	2.57	M5	F	13	32.1
Starion	95.9	173.2	66.3	51.8	2,820	36.7	41	54.9	55.1	4	2.6/155.9	F.I.	7	145@5,000	185@2,500	19.8	9.7	4.5	3.55	M5	R	14	31.5

MAKE AND MODEL	DIMENSIONS									ENGINE							CAPACITY			MISCELLANEOUS				
	Wheelbase (in.)	Overall Length (in.)	Overall Width (in.)	Overall Height (in.)	Curb Weight (lbs.)	Headroom—front seat to headliner (in.)	Legroom—front floor to front seat back (in.)	Front tread (in.)	Read tread (in.)	Number of Cylinders	Displacement (liters/cu. in.)	Carburetion	Compression Ratio	Net BHP at RPM	Net torque (ft. lbs.) at RPM	Fuel tank (U. S. gals.)	Cooling system (qts.) with heater	Crankcase w/filter (qts.)	Axle Ratio (standard)	Standard Transmission	Drive System	Wheel Diameter (in.)	Turning circle (dia. in ft.)
PEUGEOT 505 Sedan	107.9	186.7	68.4	56.4	3,020	N.A.	N.A.	57.5	56.5	4	2.0/120.3	F.I.	8.35	97@5,000	116@3,500	18	7.5	4.2	3.58	M5	R	14	35
505 Sedan Diesel	107.9	186.7	68.4	56.4	3,190	N.A.	N.A.	57.5	56.5	4	2.3/140.6	F.I.	23	71@4,500	99@2,500	18	10.6	5.3	3.7	M4	R	14	35
505 Turbodiesel	107.9	186.7	68.4	56.4	3,250	N.A.	N.A.	57.5	56.5	4	2.3/140.6	F.I.	21	80@4,150	135.6@2,000	18	10.6	5.7	3.58	M5	R	14	35
504 Diesel Wagon	114	194.4	66.7	61	3,300	39.7	40.9	56	53.5	4	2.3/140.6	F.I.	23	71@4,500	99@2,500	15.8	10.5	5.3	4.11	M4	R	14	37.4
604 Turbodiesel Sedan	110.2	192.3	69.7	56.3	3,500	N.A.	N.A.	58.7	56.3	4	2.3/140.6	F.I.	21	80@4,150	135.6@2,000	18	10.6	5.7	3.58	M5	R	15	37.6
PORSCHE 944	94.5	170	68.3	50.2	2,778	N.A.	N.A.	58.2	57.1	4	2.5/151	F.I.	9.5	143@5,500	137@3,000	16.4	9	5.3	3.89	M5	R	15	31.2
928S	98.4	175.7	72.3	50.5	3,351	N.A.	N.A.	61.1	60.2	V-8	4.6/285	F.I.	9.3	234@5,500	263@4,000	22.7	16	7.9	2.27	M5	R	16	31.5
911SC	89.5	168.9	65	51.6	2,756	N.A.	N.A.	53.9	54.3	H06	3.0/183	F.I.	9.3	172@5,500	175@4,200	21.1	—	13.7	3.88	M5	R	15	34
RENAULT Le Car 3-dr.	95.2	142.5	60	55	1,820	37	39.3	50.2	49.3	4	1.4/85.2	2V	8.8	N.A.	N.A.	10	6.5	3.5	3.6	M4	F	13	32
18i Sedan	96.1	178.7	66.5	55.3	2,26[illegible]	37.4	41.3	55.7	53.4	4	1.6/101	F.I.	8.6	81.3@5,500	86.3@2,500	14	N.A.	4.5	3.78	M5	F	13	33.8
18i Wagon	96.1	181.5	66.5	55.2	2,426	37.4	41.3	55.7	53.5	4	1.6/101	F.I.	8.6	81.3@5,500	86.3@2,500	15	N.A.	4.5	3.78	M5	F	13	33.8
Fuego Turbo	96.1	176.8	66.6	50.5	2,379	36.4	41.6	56.4	53	4	1.6/101	F.I.	8	107@5,500	120@2,500	14.8	N.A.	4.6	3.78	M5	F	13	33.8
ROLLS-ROYCE Silver Spirit	120.5	207.8	74.3	58.5	4,980	36	41	60.5	60.5	V-8	6.8/412	F.I.	8	N.A.	N.A.	28.5	16.9	10	3.07	A3	R	15	37.4
Silver Spur	124	211.8	74	58.5	5,040	36	41	60.5	60.5	V-8	6.8/412	F.I.	8	N.A.	N.A.	28.5	16.9	10	3.07	A3	R	15	38.3
Mulsanne	120.5	209.2	74.3	58.5	4,980	36	41	60.5	60.5	V-8	6.8/412	F.I.	8	N.A.	N.A.	28.5	16.9	10	3.07	A3	R	15	37.4
Corniche Convertible	119.5	207.5	72.7	59.8	5,305	36	37	57.5	57.5	V-8	6.8/412	F.I.	8	N.A.	N.A.	26	17.3	8.8	3.07	A3	R	15	37
Camargue	120.1	207.5	75.5	58.2	5,194	36	39.5	60	59.6	V-8	6.8/412	F.I.	8	N.A.	N.A.	28	17.3	8.8	3.07	A3	R	15	37
SAAB 900 Sedan	99.1	187.6	66.5	55.9	2,640	36.8	41.7	56.3	56.7	4	2.0/121.1	F.I.	9.25	110@5,250	119@3,500	16.6	10.5	4	3.67	M5	F	15	34.8
900 Turbo 3-dr.	99.1	187.6	66.5	55.9	2,612	36.8	41.7	56.3	56.7	4	2.0/121.1	F.I.	8.5	135@4,800	172@3,500	16.6	10.5	4.5	3.67	M5	F	15	34.8
SAPPORO	99.6	180	65.9	52.8	2,723	36.8	41.1	54.1	53.3	4	2.6/156	2V	8.2	100@5,000	137@2,500	15.8	9.2	4	3.31	M5	R	14	32.8
SUBARU Sedan DL	96.9	167.3	63.4	53.7	2,130	38.2	39.3	52.4	53	H04	1.6/97.3	2V	9	69@4,800	86@2,800	15.8	5.6	3.8	3.7	M5	F	13	31.5
Sedan GL	96.9	168.1	63.6	53.7	2,190	38.2	39.3	52.4	53	H04	1.8/109	2V	8.7	73@4,400	94@2,400	15.8	5.6	3.8	3.7	M5	F	13	31.5
Hardtop DL	96.9	167.3	62.4	53.7	2,110	37.7	39.3	52.4	53	H04	1.6/97.3	2V	9	69@4,800	86@2,800	15.8	5.6	3.8	3.7	M5	F	13	31.5
Hatchback GL	93.7	157.9	63.6	53.7	2,120	38.2	39.3	52.4	53	H04	1.8/109	2V	8.7	73@4,400	94@2,400	13.2	5.6	3.8	3.7	M5	F	13	30.7
Hatchback GL 4WD	93.3	156.7	63.8	55.7	2,235	38.2	39.3	52.6	53.9	H04	1.8/109	2V	8.7	73@4,400	94@2,400	11.9	5.6	3.8	3.89	M4	4	13	30.7
Wagon GL	96.7	169.3	63.6	54.7	2,310	38.2	39.3	52.5	53	H04	1.8/109	2V	8.7	73@4,400	94@2,400	15.8	5.6	3.8	3.7	M5	F	13	31.5
Wagon DL 4WD	96.3	168.3	63.8	56.9	2,365	38.2	39.3	52.6	53.7	H04	1.8/109	2V	8.7	73@4,400	94@2,400	14.5	5.6	3.8	3.89	M4	4	13	31.5
BRAT DL 4WD	96.3	169.3	64.4	56.5	2,175	37.6	38.7	52.6	53.7	H04	1.8/109	2V	8.7	73@4,400	94@2,400	14.5	5.6	3.8	3.89	M4	4	13	31.5
TOYOTA Starlet	90.6	153.5	60	54.3	1,755	37.3	40.9	50.8	50.2	4	1.3/78.7	2V	9	58@4,200	74@3,400	10.6	5.5	3.9	2.93	M4	R	13	30
Tercel 3-dr. Liftback	95.7	158.7	63.6	54.5	1,985	38.1	42.1	54.5	53.9	4	1.5/88.6	2V	9	62@4,800	76@2,800	11.9	5.6	3.9	3.15	M4	F	13	31.8
Tercel 5-dr. Liftback	95.7	158.7	63.6	54.5	1,985	38.1	42.1	54.5	53.9	4	1.5/88.6	2V	9	62@4,800	76@2,800	11.9	5.6	3.9	3.58	M5	F	13	31.8
Tercel Wagon 4WD	95.7	169.7	63.6	59	2,280	40.2	42.1	54.3	53.1	4	1.5/88.6	2V	9	62@4,800	76@2,800	13.2	5.6	3.9	3.73	M6	4	13	31.8
Corolla 4-dr. Sedan	94.5	166.3	63.4	53	2,116	37.8	42.1	52.1	52.4	4	1.6/96.8	2V	9	70@4,800	85@2,800	13.2	5.7	3.9	3.31	M4	R	13	33.4
Corolla Wagon	94.5	168.9	63.4	53	2,145	37.8	42.1	52.1	52.4	4	1.6/96.8	2V	9	70@4,800	85@2,800	13.2	5.7	3.9	3.58	M5	R	13	33.4
Corolla Liftback	94.5	168.3	64	50.8	2,153	36.7	41.6	52.1	52.4	4	1.6/96.8	2V	9	70@4,800	85@2,800	13.2	5.7	3.9	3.58	M5	R	13	33.4
Corolla Hardtop	94.5	168.3	64	50.8	2,178	36.7	41.6	52.8	53	4	1.6/96.8	2V	9	70@4,800	85@2,800	13.2	5.7	3.9	3.58	M5	R	13	33.4
Camry 4-dr. Sedan	102.4	175.6	66.5	54.9	2,326	38.8	42.4	57.7	55.9	4	2.0/121.7	F.I.	8.71	92@4,200	113@2,400	13.8	N.A.	N.A.	3.4	M5	F	13	N.A.
Camry 5-dr. Liftback	102.4	175.6	66.5	54.9	2,458	37.6	42.4	57.7	55.9	4	2.0/121.7	F.I.	8.71	92@4,200	113@2,400	13.8	N.A.	N.A.	3.4	M5	F	13	N.A.
Celica ST Sport Coupe	98.4	176.2	65.5	52	2,496	37.4	43	54.9	53.7	4	2.4/144.4	2V	9	105@4,800	137@2,800	16.1	8.9	4	3.42	M5	R	14	32.8
Celica GT Liftback	98.4	176.6	65.5	52	2,566	37.4	43	54.9	53.7	4	2.4/144.4	2V	9	105@4,800	137@2,800	16.1	8.9	4	3.42	M5	R	14	32.8
Celica Supra	103	183.5	67.7	52	2,970	37.4	43	57.9	56.7	6	2.8/168.4	F.I.	8.8	150@5,000	159@4,400	16.1	8.5	6	4.1	M5	R	14	35.4
Cressida Sedan	104.1	186.2	66.5	54.3	3,020	38.3	42.7	54.7	54.9	6	2.8/168.4	F.I.	8.8	143@5,200	154@4,400	17.2	9.5	6	4.1	A4	R	14	34.8
Cressida Wagon	104.1	186.6	66.5	55.5	3,007	37.9	42.7	54.7	54.5	6	2.8/168.4	F.I.	8.8	143@5,200	154@4,400	17.2	9.5	6	4.1	A4	R	14	34.8
VOLKSWAGEN Rabbit Conv.	94.5	155.3	63.4	55.6	2,204	N.A.	41.8	54.7	53.1	4	1.7/105	F.I.	8.2	74@5,000	90@3,000	10.6	7.3	4.7	3.89	M5	F	13	31.2
Scirocco	94.5	165.7	64	51.4	2,079	N.A.	N.A.	54.7	53.5	4	1.7/105	F.I.	8.2	74@5,000	90@3,000	10.6	7.3	4.7	3.89	M5	F	13	31.2
Jetta (turbo-diesel)	94.5	167.8	63.4	55.5	2,026	N.A.	N.A.	54.7	53.1	4	1.6/97	F.I.	2.3	68@4,500	98@2,800	10.6	7.3	4.7	3.89	M5	F	13	31.2
Quantum coupe	100.4	178.1	66.9	55.1	2,422	N.A.	N.A.	55.7	56	4	1.7/105	F.I.	8.2	74@5,000	90@3,000	15.8	7.3	4.7	4.11	M5	F	13	31.5
Quantum Sedan GL5	100.4	180.2	66.9	55.1	2,554	N.A.	N.A.	55.7	56	5	2.1/131	F.I.	8.8	100@5,100	112.4@3,000	15.8	8.5	5.3	4.11	A3	F	13	31.5
Quantum Wagon (turbo diesel)	100.4	183.1	66.9	55.1	2,554	N.A.	N.A.	55.7	56	4	1.6/97	F.I.	2.3	68@4,500	98@2,800	15.8	7.3	4.7	4.11	M5	F	13	31.5
VOLVO DL Sedan	104.3	188.8	67.3	56.2	2,957	37.4	39.8	56.3	53.5	4	2.3/141	F.I.	10.3	107@5,400	127@3,500	15.8	11.5	4	3.31	M5	R	14	32.2
DL Wagon (diesel)	104.3	188.5	67.3	57.5	3,245	37.4	39.8	56.3	53.5	6	2.4/145	F.I.	2.3	76@4,800	98@2,800	15.8	10	7.4	3.54	M5	R	14	32.2
GLT 2-door (turbo)	104.3	188.5	67.3	57.5	3,020	37.4	39.8	56.3	53.5	4	2.1/130	F.I.	7.5	127@5,400	150@3,750	15.8	11.5	4.7	3.73	M5	R	15	32.2
760 GLE Sedan	109.1	188.4	68.9	55.5	2,981	38.2	40.5	57.5	57.5	V-6	2.8/163	F.I.	8.8	130@5,500	153@2,750	15.8	10.5	6.8	3.54	A4	R	15	32.2
760 GLE Sedan (turbo-diesel)	109.1	188.4	68.9	55.5	3,155	38.2	40.5	57.5	57.5	6	2.4/145	F.I.	2.3	103@4,800	139@2,400	21.6	11.5	7.4	3.54	M5	R	15	32.2

NOTE: This table has been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

List of abbreviations:
N.A.—Information not available.
F.I.—Fuel injection.
H.O.—Horizontally opposed.

Import 1983 model light-duty truck specifications

Make and Model	Dimensions and Capacities										Standard Engine					
	Wheelbase (in.) Standard	Wheelbase (in.) Maximum	Overall Length (in.) Standard	Overall Length (in.) Maximum	Width (in.)	Height (in.)	Gross Vehicle Weight Range (lbs.)	Payload (lbs.) Range	Wheel diameter (in.)	Fuel Tank (U.S. gals.)	Type	Displacement (liters/cu. in.)	Carburetion	Horsepower	4 WD Availability	Available Engines
DATSUN—Pickup	101.4	110.8	172.8	187	63.4	62	3,700 - 4,330	1,000 - 2,050	14	13.2	4	2.4/146	2V	103	X	2.0/120, 2.5/152 (diesel)
King Cab Pickup	110.8	—	187	—	63.4	61.2	4,330 - 4,660	1,460 -	14	13.2	4	2.4/146	2V	103	X	2.0/120, 2.5/152 (diesel)
DODGE—Ram 50	109.4	—	184.6	—	65	60.6	4,045 - 4,130	1,520 - 1,630	14	15.1	4	2.0/121	2V	90	X	2.6/156, 2.3/143 (turbo-diesel)
ISUZU—Pup	104.3	117.9	174.4	191.5	63	59.3	3,715 - 4,398	1,100 - 1,689	14	13.2	4	2.0/118	2V	82	X	2.2/136.5 (diesel)
MAZDA—B2000	107	113	180	191	63	61	3,925 - 4,215	1,400 -	14	14.8	4	2.0/120	2V	77		2.2/134.8 (diesel)
MITSUBISHI—Pickup	109.4	—	184.4	—	65	59.8	3,589 - 4,545	1,150 - 1,640	15	15	4	2.0/121	2V	90	X	2.6/156, 2.3/143 (turbo-diesel)
Montero	92.5	—	157.3	—	66.1	74	4,210 -	1,050 -	15	15.9	4	2.6/155	2V	105	X	None
TOYOTA—Pickup	101.8	110.2	171.1	186.2	63.4	58.9	4,250 - 4,650	1,400 - 1,800	14	13.5	4	2.4/144	2V	100	X	2.2/133.5 (diesel)
Land Cruiser (Hardtop/Wagon)	90	107.5	157.3	184.1	65.6	76	4,885 - 5,360	600 -	15	22.5	6	4.2/258	2V	125	X	None
VOLKSWAGEN—Vanagon	96.9	—	179.9	—	72.6	77.2	5,093 -	1,797 -	14	15.9	4	2.0/117	F.I.	82		None

1983 U. S. MODELS BY MAKE

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1983 Totals	(Final 1982 Totals)
AMERICAN MOTORS	5	7	0	4	16	(23)
AMC Concord	1	0	0	2	3	(9)
AMC Eagle	1	0	0	2	3	(6)
AMC Eagle SX-4	0	2	0	0	2	(2)
AMC Eagle Kammback	0	0	0	0	0	(2)
AMC Spirit	0	2	0	0	2	(4)
Renault Alliance**	3	3	0	0	6	(0)
CHRYSLER CORP.	20	14	4	5	43	(48)
Chrysler New Yorker Fifth Avenue	1	0	0	0	1	(1)
Chrysler New Yorker (FWD)	1	0	0	0	1	(0)
Chrysler E-Class	1	0	0	0	1	(0)
Chrysler Executive sedan/limousine	2	0	0	0	2	(0)
Cordoba	0	1	0	0	1	(2)
LeBaron	1	1	3	1	6	(7)
Dodge Diplomat	2	0	0	0	2	(2)
Aries	2	2	0	2	6	(8)
Charger	0	3	0	0	3	(3)
Dodge 400	1	1	1	0	3	(5)
Dodge 600	2	0	0	0	2	(0)
Mirada	0	1	0	0	1	(1)
Omni	2	0	0	0	2	(3)
Imperial	0	1	0	0	1	(1)
Plymouth Gran Fury	1	0	0	0	1	(1)
Horizon	2	0	0	0	2	(3)
Reliant	2	2	0	2	6	(8)
Turismo	0	2	0	0	2	(3)
FORD MOTOR CO.	32	50	1	11	94	(93)
Ford LTD Crown Victoria	1	1	0	1	3	(8)
Escort	3	4	0	3	10	(12)
EXP	0	5	0	0	5	(1)
Fairmont Futura	1	2	0	0	3	(3)
Granada	0	0	0	0	0	(8)
LTD (Int.)	2	0	0	1	3	(0)
Mustang	0	6	1	0	7	(6)
Tempo	3	3	0	0	6	(0)
Thunderbird	0	3	0	0	3	(3)
Lincoln	3	0	0	0	3	(3)
Continental	3	0	0	0	3	(3)
Mark VI	3	4	0	0	7	(7)
Mercury Grand Marquis	2	2	0	1	5	(7)
Capri	0	5	0	0	5	(5)
Cougar ('82)	0	0	0	0	0	(5)
Cougar ('83) XR-7 ('82)	0	2	0	0	2	(2)
LN7	0	4	0	0	4	(1)
Lynx	4	4	0	3	11	(15)
Marquis (Int.)	2	0	0	2	4	(0)
Topaz	3	3	0	0	6	(0)
Zephyr	2	2	0	0	4	(4)
GENERAL MOTORS	53	63	3	17	136	(137)
Buick LeSabre-Electra	4	4	0	2	10	(10)
Century	3	3	0	0	6	(4)
Regal	2	3	0	1	6	(6)
Riviera	0	2	1	0	3	(3)
Skyhawk	2	3	0	2	7	(4)
Skylark	2	3	0	0	5	(6)
Cadillac	4	2	0	0	6	(6)
Cimarron	1	0	0	0	1	(1)
Eldorado	0	1	0	0	1	(1)
Seville	1	0	0	0	1	(1)
Chevrolet Impala-Caprice	2	0	0	1	3	(6)
Camaro	0	3	0	0	3	(3)
Cavalier	2	3	1	2	8	(11)
Celebrity	1	1	0	0	2	(2)
Chevette	2	2	0	0	4	(4)
Citation	1	2	0	0	3	(3)
Corvette	0	1	0	0	1	(2)
Malibu	1	0	0	1	2	(2)
Monte Carlo	0	1	0	0	1	(1)
Oldsmobile 88-98	5	3	0	1	9	(9)
Cutlass Ciera	2	2	0	0	4	(6)
Cutlass Supreme	2	3	0	1	6	(6)
Firenza	2	2	0	2	6	(4)
Omega	2	2	0	0	4	(4)
Toronado	0	1	0	0	1	(1)
Pontiac Parisienne	1	0	0	1	2	(0)
Bonneville G	2	0	0	1	3	(3)
Firebird	0	3	0	0	3	(3)
Grand Prix	0	3	0	0	3	(3)
Phoenix	3	3	0	0	6	(6)
Pontiac 1000	1	1	0	0	2	(2)
Pontiac 2000	2	4	1	2	9	(10)
Pontiac 6000	3	2	0	0	5	(4)
VOLKSWAGEN**	3	4	0	0	7	(6)
Rabbit	3	4	0	0	7	(6)
1983 TOTALS	113	138	8	37	296	
1982 TOTALS (End of Model Year)	113	150	4	40		(307)

*—Two-door total includes hatchbacks, which some makers list as three-door models.
**—Renault and Volkswagen totals include only U. S.-built models.

1983 U. S. MODELS BY MARKET CLASS

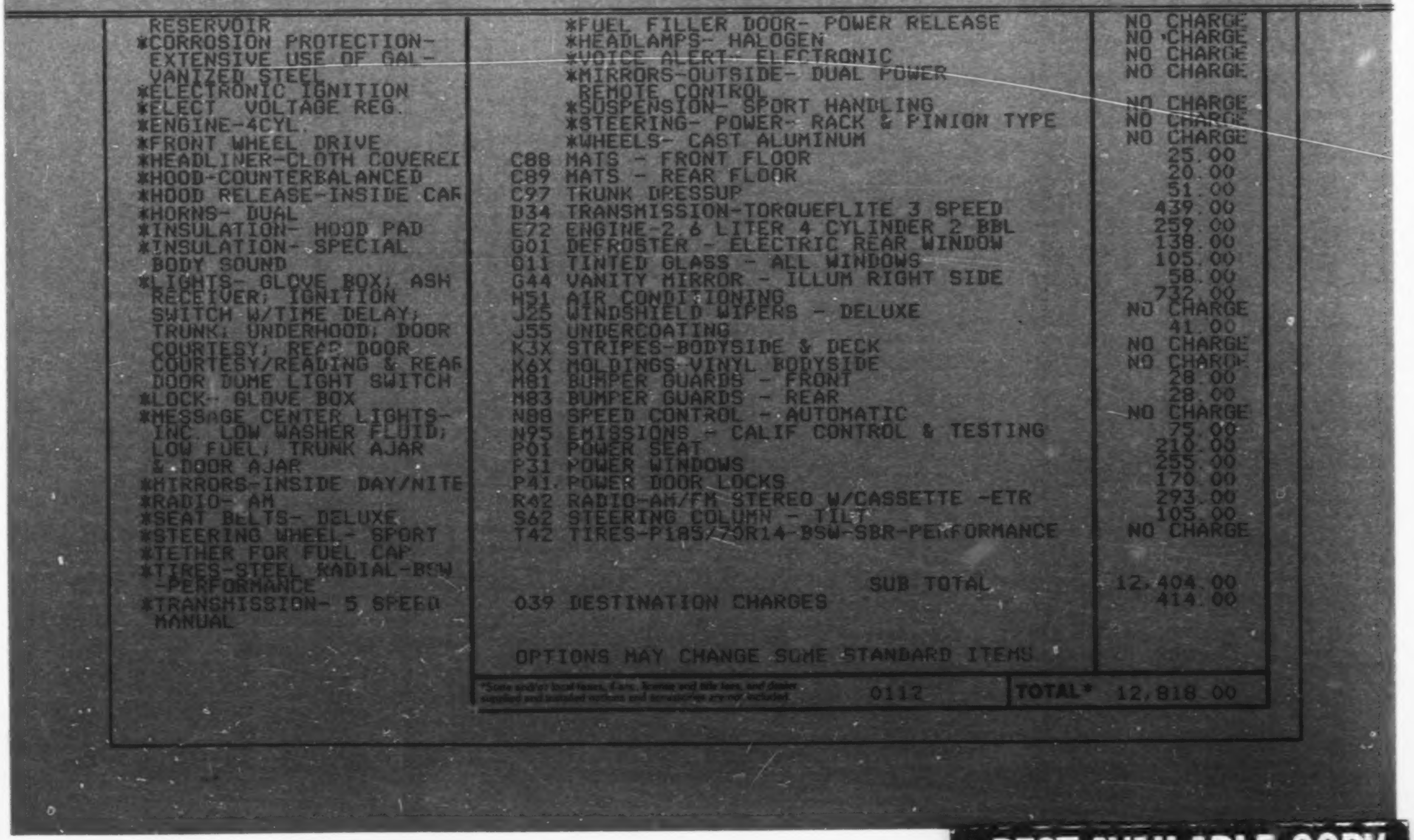
	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1983 Totals	(Final 1982 Totals)**
SUBCOMPACTS	20	36	0	6	62	(90)
Alliance	3	3	0	0	6	(0)
Charger	0	3	0	0	3	(3)
Chevette	2	2	0	0	4	(4)
Eagle SX-4	0	2	0	0	2	(2)
Escort	3	4	0	3	10	(12)
EXP	0	5	0	0	5	(1)
Horizon	2	0	0	0	2	(3)
LN7	0	4	0	0	4	(1)
Lynx	4	4	0	3	11	(15)
Omni	2	0	0	0	2	(3)
Pontiac 1000	1	1	0	0	2	(2)
Rabbit	3	4	0	0	7	(6)
Spirit	0	2	0	0	2	(4)
Turismo	0	2	0	0	2	(3)
COMPACTS	24	45	7	13	89	(74)
Aries	2	2	0	2	6	(8)
Camaro	0	3	0	0	3	(3)
Capri	0	5	0	0	5	(5)
Cavalier	2	3	1	2	8	(11)
Cimarron	1	0	0	0	1	(1)
Dodge 400	1	1	1	0	3	(5)
Fairmont	1	2	0	0	3	(3)
Firebird	0	3	0	0	3	(3)
Firenza	2	2	0	2	6	(4)
LeBaron	1	1	3	1	6	(7)
Mustang	0	6	1	0	7	(6)
Pontiac 2000	2	4	1	2	9	(10)
Reliant	2	2	0	2	6	(8)
Skyhawk	2	3	0	2	7	(4)
Tempo	3	3	0	0	6	(0)
Topaz	3	3	0	0	6	(0)
Zephyr	2	2	0	0	4	(4)
INTERMEDIATES	34	33	0	11	78	(74)
Bonneville G	2	0	0	1	3	(3)
Celebrity	1	1	0	0	2	(2)
Century	3	3	0	0	6	(4)
Chrysler E-Class	1	0	0	0	1	(0)
Citation	1	2	0	0	3	(3)
Concord	1	0	0	2	3	(9)
Cougar (XR-7 in '82)	0	2	0	0	2	(2)
Cutlass Ciera	2	2	0	0	4	(6)
Cutlass Supreme	2	3	0	1	6	(6)
Dodge 600	2	0	0	0	2	(0)
Eagle	1	0	0	2	3	(6)
Grand Prix	0	3	0	0	3	(3)
LTD	2	0	0	1	3	(0)
Malibu	1	0	0	1	2	(2)
Marquis	2	0	0	2	4	(0)
Monte Carlo	0	1	0	0	1	(1)
New Yorker (FWD)	1	0	0	0	1	(0)
Omega	2	2	0	0	4	(4)
Phoenix	3	3	0	0	6	(6)
Pontiac 6000	3	2	0	0	5	(4)
Regal	2	3	0	1	6	(6)
Skylark	2	3	0	0	5	(6)
Thunderbird	0	3	0	0	3	(3)
STANDARD SIZE	19	12	0	7	38	(40)
Buick LeSabre-Electra	4	4	0	2	10	(10)
Chevrolet Impala-Caprice	2	0	0	1	3	(6)
Chrysler Cordoba	0	1	0	0	1	(2)
Chrysler New Yorker Fifth Avenue	1	0	0	0	1	(1)
Dodge Diplomat	2	0	0	0	2	(2)
Dodge Mirada	0	1	0	0	1	(1)
Ford LTD Crown Victoria	1	1	0	1	3	(8)
Mercury Grand Marquis	2	2	0	1	5	(7)
Oldsmobile 88-98	5	3	0	1	9	(9)
Plymouth Gran Fury	1	0	0	0	1	(1)
Pontiac Parisienne	1	0	0	1	2	(0)
LUXURY	16	12	1	0	29	(29)
Cadillac	4	2	0	0	6	(6)
Chrysler Executive Sedan/Limousine	2	0	0	0	2	(0)
Continental	3	0	0	0	3	(3)
Corvette	0	1	0	0	1	(2)
Eldorado	0	1	0	0	1	(1)
Imperial	0	1	0	0	1	(1)
Lincoln	3	0	0	0	3	(3)
Mark VI	3	4	0	0	7	(7)
Riviera	0	2	1	0	3	(3)
Seville	1	0	0	0	1	(1)
Toronado	0	1	0	0	1	(1)
1983 TOTALS	113	138	8	37	296	
1982 TOTALS (End of Model Year)	113	150	4	40		(307)

*—Two-door total includes hatchbacks, which some makers list as three-door models.

**—The Automotive News market class designations have been revised for the 1983 model year. For that reason, the final 1982 totals of the individual models in a particular market class in the above listing will not add to the final 1982 total for the class as a whole.

PRICES

U.S. auto makers moved up, down and sideways in arriving at manufacturers' suggested retail prices on 1983 models. When the dust settled, General Motors' introduction prices showed the biggest hike, an increase of $212 or 1.9 percent for its average-equipped new model. Next was American Motors with a boost of $137 or 1.4 percent. Ford Motor Co. stickers rose an average of $39 or 0.4 percent. Chrysler Corp. undercut its U.S. competitors by announcing a $3 decrease on its typically equipped '83 car.



RESERVOIR
*CORROSION PROTECTION- EXTENSIVE USE OF GALVANIZED STEEL
*ELECTRONIC IGNITION
*ELECT VOLTAGE REG.
*ENGINE-4CYL.
*FRONT WHEEL DRIVE
*HEADLINER-CLOTH COVERED
*HOOD-COUNTERBALANCED
*HOOD RELEASE-INSIDE CAR
*HORNS- DUAL
*INSULATION- HOOD PAD
*INSULATION- SPECIAL BODY SOUND
*LIGHTS- GLOVE BOX; ASH RECEIVER; IGNITION SWITCH W/TIME DELAY; TRUNK; UNDERHOOD; DOOR COURTESY; REAR DOOR COURTESY/READING & REAR DOOR DOME LIGHT SWITCH
*LOCK- GLOVE BOX
*MESSAGE CENTER LIGHTS- INC. LOW WASHER FLUID; LOW FUEL; TRUNK AJAR & DOOR AJAR
*MIRRORS-INSIDE DAY/NITE
*RADIO- AM
*SEAT BELTS- DELUXE
*STEERING WHEEL- SPORT
*TETHER FOR FUEL CAP
*TIRES-STEEL RADIAL-BSW -PERFORMANCE
*TRANSMISSION- 5 SPEED MANUAL

	*FUEL FILLER DOOR- POWER RELEASE	NO CHARGE
	*HEADLAMPS- HALOGEN	NO CHARGE
	*VOICE ALERT- ELECTRONIC	NO CHARGE
	*MIRRORS-OUTSIDE- DUAL POWER REMOTE CONTROL	NO CHARGE
	*SUSPENSION- SPORT HANDLING	NO CHARGE
	*STEERING- POWER- RACK & PINION TYPE	NO CHARGE
	*WHEELS- CAST ALUMINUM	NO CHARGE
C88	MATS - FRONT FLOOR	25.00
C89	MATS - REAR FLOOR	20.00
C97	TRUNK DRESSUP	51.00
D34	TRANSMISSION-TORQUEFLITE 3 SPEED	439.00
E72	ENGINE-2.6 LITER 4 CYLINDER 2 BBL	259.00
G01	DEFROSTER - ELECTRIC REAR WINDOW	138.00
G11	TINTED GLASS - ALL WINDOWS	105.00
G44	VANITY MIRROR - ILLUM RIGHT SIDE	58.00
H51	AIR CONDITIONING	732.00
J25	WINDSHIELD WIPERS - DELUXE	NO CHARGE
J55	UNDERCOATING	41.00
K3X	STRIPES-BODYSIDE & DECK	NO CHARGE
K6X	MOLDINGS-VINYL BODYSIDE	NO CHARGE
M81	BUMPER GUARDS - FRONT	28.00
M83	BUMPER GUARDS - REAR	28.00
N88	SPEED CONTROL - AUTOMATIC	NO CHARGE
N95	EMISSIONS - CALIF CONTROL & TESTING	75.00
P01	POWER SEAT	210.00
P31	POWER WINDOWS	255.00
P41	POWER DOOR LOCKS	170.00
R42	RADIO-AM/FM STEREO W/CASSETTE -ETR	293.00
S62	STEERING COLUMN - TILT	105.00
T42	TIRES-P185/70R14-BSW-SBR-PERFORMANCE	NO CHARGE
	SUB TOTAL	12,404.00
039	DESTINATION CHARGES	414.00

OPTIONS MAY CHANGE SOME STANDARD ITEMS

*State and/or local taxes, if any, license and title fees, and dealer supplied and installed options and accessories are not included.

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TOTAL* 12,818.00

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AVERAGE NEW-CAR SELLING PRICE

Year	Sales Price Ave. Retail
1969	$3,400
1970	$3,430
1971	$3,730
1972	$3,690
1973	$3,930
1974	$4,390
1975	$4,750
1976	$5,470
1977	$6,120
1978	$6,470
1979	$6,950
1980	$7,340
1981	$8,850
1982	$9,910

SOURCE: NADA

COMPARING PRICES: 1983 vs. 1982

SUBCOMPACTS

	March 24, 1983	Final Price, 1982 model
Chevette Scooter 2-dr.	$4,997	$4,997
Chevette Scooter 4-dr.	5,333	5,238
Chevette 2-dr.	5,469	5,513
Pontiac 1000 2-dr.	5,582	5,782
Chevette 4-dr.	5,616	5,660
Escort L 2-dr.	5,639	6,046
Alliance 2-dr.	5,695	
Lynx L 2-dr.	5,751	6,159
Pontiac 1000 4-dr.	5,785	5,945
Horizon 4-dr.	5,841	5,699
Omni 4-dr.	5,841	5,699
Escort L 4-dr.	5,846	6,263
Lynx L 4-dr.	5,958	6,376
Spirit DL 2-dr.	5,959	5,959
Escort L wagon	6,052	6,461
Horizon Custom 4-dr.	6,071	6,311
Omni Custom 4-dr.	6,071	6,311
Alliance L 2-dr.	6,120	
Lynx L wagon	6,166	6,581
Rabbit L 2-dr.	6,290	5,990
Alliance L 4-dr.	6,370	
Charger 2-dr.	6,379	6,421
Turismo 2-dr.	6,379	6,421
Escort GL 2-dr.	6,384	6,406
EXP 2-dr.	6,426	7,387
Lynx GS 2-dr.	6,476	7,162
Spirit GT	6,495	
Rabbit L 4-dr.	6,500	6,200
Escort GL 4-dr.	6,601	6,622
Lynx GS 4-dr.	6,693	7,378
Rabbit LS 2-dr.	6,890	6,790
Rabbit LS 4-dr.	7,100	7,000
LN7 2-dr.	7,398	7,787
Eagle SX/4 2-dr.	7,697	7,451

COMPACTS
(2-Door Models)

	March 24, 1983	Final Price, 1982 model
Cavalier 4	$ 5,888	$ 6,278
Zephyr 4	6,442	6,309
Fairmont Futura 4	6,444	5,985
Pontiac 2000 4	6,499	6,734
Reliant 4	6,577	6,239
Aries 4	6,577	6,239
Mustang 4	6,727	6,345
Skyhawk 4	6,958	7,297
Firenza 4	7,007	7,413
Capri 4	7,156	6,711
Dodge 400 4	8,014	8,043
Camaro 4	8,036	7,631
Firebird 4	8,399	7,990
LeBaron 4	8,514	8,143
Cimarron 4 (4-dr.)	12,215	12,181

(Tempo and Topaz not priced at presstime.)

COMPACT WAGONS
(4-Door Models)

	March 24, 1983	Final Price, 1982 model
Cavalier 4	$ 6,141	$ 6,704
Pontiac 2000 4	6,926	7,208
Firenza 4	7,314	
Skyhawk 4	7,492	
Reliant 4	7,636	7,393
Aries 4	7,636	7,393
LeBaron Town & Country 4	9,731	9,425

(Tempo and Topez not priced at presstime.)

INTERMEDIATES
(2-Door Models, unless otherwise noted)

	March 24, 1983	Final Price, 1982 model
Citation 4	$ 6,333	$ 6,297
Phoenix 4	6,942	6,964
Concord 4	6,995	6,761
Omega 4	7,478	7,388
Skylark 4	7,548	7,477
LTD 4 (4-dr.)	7,777	7,301
Marquis 4 (4-dr.)	7,893	8,158
Celebrity 4	8,059	8,313
Malibu V-6 (4-dr.)	8,084	8,137
Pontiac 6000 4	8,399	8,729
Monte Carlo V-6	8,552	8,177
Grand Prix V-6	8,698	8,333
Cutlass Ciera 4	8,703	8,847
Century 4	8,841	8,980
Bonneville G V-6 (4-dr.)	8,899	8,527
Dodge 600 4 (4-dr.)	8,941	

Continued on Page 66

RETAIL PRICES, U. S. 1983 MODELS

This table shows 1983 domestic prices in effect April 1, 1983, and rounded off to the nearest dollar. All prices are Manufacturer's Suggested Retail Prices. They do not include destination charges, state and local taxes, optional equipment or any other charges that may be passed on to the local buyer. In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Automatic Trans.	Power Steering	Power Brakes	Radio	Air Cond.
AMERICAN MOTORS—Spirit DL 6			$ 5,959			$423	$212	$100	Std.	$670
Spirit GT 6			6,495			423	212	100	$ 82	670
Concord DL 6	$ 6,995				$ 7,730	423	212	100	83	725
Concord Limited 6					8,235	423	212	100	83	725
Eagle SX-4 4			7,697			437	Std.	Std.	83	670
Eagle SX-4 DL 4			8,164			437	Std.	Std.	83	670
Eagle DL 4	9,162				9,882	437*	Std.	Std.	83	725
Eagle Limited 4					10,343	437*	Std.	Std.	83	725
Renault Alliance (see Renault)										
*—6-cylinder engine required with automatic transmission on Eagle DL, Limited.										
BUICK—Skyhawk Custom 4	7,166	$ 6,958			7,492	395	199	Std.	Std.	625
Skyhawk Limited 4	7,649	7,457			7,934	395	199	Std.	Std.	625
Skyhawk T Type 4		7,961				320	199	Std.	Std.	625
Skylark 4	7,718	7,548				425	Std.	Std.	Std.	725
Skylark T Type V-6		9,337				425	Std.	Std.	Std.	725
Skylark Limited 4	8,150	7,988				425	Std.	Std.	Std.	725
Century 4	9,002	8,841				Std.	Std.	Std.	Std.	725
Century Limited 4	9,425	9,261				Std.	Std.	Std.	Std.	725
Century T Type V-6	10,178	10,017				Std.	Std.	Std.	Std.	725
Regal V-6	9,279	9,100				Std.	Std.	Std.	112	725
Regal T Type V-6		10,368				Std.	Std.	Std.	112	725
Regal Limited V-6	9,856	9,722				Std.	Std.	Std.	112	725
Regal Estate Wagon V-6					9,550	Std.	Std.	Std.	112	725
Le Sabre V-6	9,394	9,292				Std.	Std.	Std.	112	725
Le Sabre Limited V-6	9,990	9,836				Std.	Std.	Std.	112	725
Le Sabre Estate Wagon V-8					11,187	Std.	Std.	Std.	112	Std.
Electra Limited V-6	12,586	12,415				Std.	Std.	Std.	Std.	Std.
Electra Park Avenue V-6	14,245	14,094				Std.	Std.	Std.	Std.	Std.
Electra Estate Wagon V-8					13,638	Std.	Std.	Std.	Std.	Std.
Riviera T Type V-6		15,906				Std.	Std.	Std.	Std.	Std.
Riviera V-6		15,238		$24,960		Std.	Std.	Std.	Std.	Std.
CADILLAC—Cimarron 4	12,215					320	Std.	Std.	Std.	Std.
deVille V-8	16,441	15,970				Std.	Std.	Std.	Std.	Std.
Fleetwood Brougham V-8	19,182	18,688				Std.	Std.	Std.	Std.	Std.
Eldorado V-8		19,334				Std.	Std.	Std.	Std.	Std.
Seville V-8	21,440					Std.	Std.	Std.	Std.	Std.
Limousine V-8-6-4	29,323					Std.	Std.	Std.	Std.	Std.
Formal Limousine V-8-6-4	30,349					Std.	Std.	Std.	Std.	Std.
CHEVROLET—Chevette Scooter 4	5,333		4,997			395	199	95	83	625
Chevette 4	5,616		5,469			395	199	95	Std.	625
Chevette Diesel 4	6,116		5,969			380	199	Std.	112	N.A.
Cavalier 4	5,999	5,888			6,141	395	199	Std.	112	625
Cavalier CS 4	6,484	6,363	6,549		6,633	395	199	Std.	Std.	625
Citation 4	6,934	6,333	6,788			425	210	100	Std.*	725
Camaro 4		8,036				425	Std.	Std.	112	725
Camaro Berlinetta V-6		9,881				195	Std.	Std.	112	725
Camaro Z-28 V-8		10,336				295	Std.	Std.	112	725
Celebrity 4	8,209	8,059				Std.	Std.	Std.	Std.	725
Malibu V-6	8,084				8,217	Std.	Std.	Std.	112	725
Monte Carlo V-6		8,552				Std.	Std.	Std.	112	725
Impala V-6	8,331					Std.	Std.	Std.	112	725
Caprice Classic V-6	8,802					Std.	Std.	Std.	112	725
Caprice Classic Wagon V-8					9,518	Std.	Std.	Std.	112	725
Corvette		21,800				Std.	Std.	Std.	Std.	Std.
*—Radio is $83 on Citation notchback coupe. Cavalier convertible not priced at presstime.										
CHRYSLER—LeBaron 4		8,514				439	Std.	Std.	Std.	732
LeBaron Sedan 4	8,790					Std.	Std.	Std.	Std.	732
LeBaron Town & Country 4					9,731	Std.	Std.	Std.	Std.	732
LeBaron Convertible				10,995		Std.	Std.	Std.	Std.	732
LeBaron Town & Country Conv. 4.				15,595		Std.	Std.	Std.	Std.	Std.
LeBaron Mark Cross 4				14,595		Std.	Std.	Std.	Std.	Std.
Cordoba 6		$ 9,580				Std.	Std.	Std.	Std.	787
Chrysler E-Class 4	9,441					Std.	Std.	Std.	Std.	732
New Yorker 4 (FWD)	11,200					Std.	Std.	Std.	Std.	732
New Yorker Fifth Avenue 6	13,192					Std.	Std.	Std.	Std.	Std.
Chrysler executive sedan and limousine not priced at presstime.										
DODGE—Omni 4	5,841					439	214	Std.	83	632
Omni Custom 4	6,071					439	214	Std.	83	632
Charger 4			6,379			439	214	Std.	83	632
Charger 2.2 4			7,303			439	214	Std.	Std.	632
Shelby Charger 4			8,290			N.A.	Std.	Std.	Std.	632
Aries 4	6,718	6,577				439	214	Std.	78	732
Aries Custom 4					7,636	439	214	Std.	Std.	732
Aries Special Edition 4	7,417	7,260				439	214	Std.	Std.	732
Aries S.E. Wagon 4					8,186	439	Std.	Std.	Std.	732
Dodge 400 4		8,014				439	Std.	Std.	Std.	732
Dodge 400 Sedan 4	8,490					Std.	Std.	Std.	Std.	732
Dodge 400 Convertible 4				9,995		Std.	Std.	Std.	Std.	732
Dodge 600 4	8,941					Std.	Std.	Std.	Std.	732
Dodge 600-ES 4	9,472					439	Std.	Std.	Std.	732
Diplomat Salon 6	8,248					Std.	Std.	Std.	Std.	787
Diplomat Medallion 6	9,369					Std.	Std.	Std.	Std.	787
Mirada 6		9,011				Std.	Std.	Std.	Std.	787
FORD—Escort L 4	5,846		5,639			439	210	95	61	637

RETAIL PRICES, U. S. 1983 MODELS

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Automatic Trans.	Power Steering	Power Brakes	Radio	Air Cond.
Escort L Wagon 4					6,052	439	210	Std.	61	637
Escort GL 4	6,601		6,384			439	210	95	Std.	637
Escort GL Wagon 4					$ 6,779	$439	$210	Std.	Std.	$637
Escort GLX 4	$ 6,988		$ 6,771			439	210	$ 95	Std.	637
Escort GLX Wagon 4					7,150	439	210	Std.	Std.	637
Escort GT 4			7,339			363	210	95	Std.	637
EXP 300B 4			6,426			439	N.A.	Std.	Std.	637
EXP 301B 4			7,004			336	N.A.	Std.	Std.	637
EXP Sport Coupe 4			7,794			363	Std.	Std.	Std.	637
EXP Luxury Sport Coupe 4			8,225			363	Std.	Std.	Std.	637
EXP GT Coupe 4			8,739			363	Std.	Std.	Std.	637
Fairmont Futura 4	6,590	$ 6,444				439	218	Std.	Std.	737
Fairmont Futura Coupe 4		6,666				439	218	Std.	Std.	737
Mustang L 4		6,727				439	202	93	Std.	737
Mustang GL 4		7,264	7,439			439	202	93	Std.	737
Mustang GLX 4		7,398	7,557			439	202	93	Std.	737
Mustang GLX Convertible V-6				$12,467		Std.	202	Std.	Std.	737
Mustang GT V-8			9,449			N.A.	Std.	Std.	Std.	737
LTD 4	7,777					439	218	Std.	Std.	737
LTD Wagon 6					8,577	Std.	218	Std.	Std.	737
LTD Brougham 4	8,165					439	218	Std.	Std.	737
Thunderbird V-6		9,197				Std.	Std.	Std.	Std.	737
Thunderbird Turbo Coupe 4		11,790				N.A.	Std.	Std.	Std.	737
Thunderbird Heritage V-6		12,228				Std.	Std.	Std.	Std.	737
LTD Crown Victoria V-8	10,094	10,094				Std.	Std.	Std.	Std.	737
LTD Country Squire V-8					10,253	Std.	Std.	Std.	Std.	737
Tempo models not priced at presstime.										
IMPERIAL V-8		18,688				Std.	Std.	Std.	Std.	Std.
LINCOLN—Continental V-8	20,985					Std.	Std.	Std.	Std.	Std.
Continental Valentino V-8	22,576					Std.	Std.	Std.	Std.	Std.
Continental Givenchy V-8	22,576					Std.	Std.	Std.	Std.	Std.
Lincoln Town Car V-8	16,923					Std.	Std.	Std.	Std.	Std.
Lincoln Signature V-8	18,265					Std.	Std.	Std.	Std.	Std.
Lincoln Cartier V-8	19,601					Std.	Std.	Std.	Std.	Std.
Mark VI V-8	20,717	20,229				Std.	Std.	Std.	Std.	Std.
Mark VI Signature V-8	23,612	23,124				Std.	Std.	Std.	Std.	Std.
Mark VI Pucci V-8	24,407	24,129				Std.	Std.	Std.	Std.	Std.
Mark VI Bill Blass V-8		24,533				Std.	Std.	Std.	Std.	Std.
MERCURY—Lynx L 4	5,958		5,751			439	210	95	61	637
Lynx Wagon 4					6,166	439	210	Std.	61	637
Lynx GS 4	6,693		6,476			439	210	95	Std.	637
Lynx GS Wagon 4					6,872	439	210	Std.	Std.	637
Lynx LTS 4	7,334					363	210	95	Std.	637
Lynx LS 4	7,746		7,529			439	210	95	Std.	637
Lynx L5 Wagon 4					7,909	439	210	Std.	Std.	637
Lynx RS 4			7,370			363	210	95	Std.	637
LN7 4			7,398			363	210	Std.	Std.	637
LN7 Sport 4			8,084			363	210	Std.	Std.	637
LN7 Grand Sport 4			8,465			363	210	Std.	Std.	637
LN7 Rallye Sport 4			8,765			363	210	Std.	Std.	637
Zephyr 4	6,545	6,442				439	218	Std.	Std.	737
Zephyr GS 4	7,311	7,247				439	218	Std.	Std.	737
Capri 4			7,156			439	202	Std.	Std.	737
Capri L 4			7,711			439	202	Std.	Std.	737
Capri GS 4			7,914			439	202	Std.	Std.	737
Capri Crimson Cat 4			8,525			439	202	Std.	Std.	737
Capri RS V-8			9,362			N.A.	202	Std.	Std.	737
Marquis 4	7,893					439	218	Std.	Std.	737
Marquis Wagon 6					8,693	Std.	218	Std.	Std.	737
Marquis Brougham 4	8,202					439	218	Std.	Std.	737
Marquis Brougham Wagon 6					8,974	Std.	218	Std.	Std.	737
Cougar V-6		9,521				Std.	Std.	Std.	Std.	737
Cougar LS V-6		10,850				Std.	Std.	Std.	Std.	737
Grand Marquis V-8	10,817	10,654				Std.	Std.	Std.	Std.	737
Grand Marquis LS V-8	11,273	11,209				Std.	Std.	Std.	Std.	737
Colony Park V-8					10,896	Std.	Std.	Std.	Std.	737
Topaz models not priced at presstime.										
OLDSMOBILE—Firenza 4	7,094		7,007		7,314	395	199	Std.	Std.	625
Firenza SX 4			7,750			395	Std.	Std.	Std.	625
Firenza LX 4	7,646				7,866	395	Std.	Std.	Std.	625
Omega 4	7,676	7,478				425	Std.	Std.	Std.	725
Omega Brougham 4	7,948	7,767				425	Std.	Std.	Std.	725
Cutlass Ciera LS 4	8,892	8,703				Std.	Std.	Std.	Std.	725
Cutlass Ciera Brougham 4	9,385	9,183				Std.	Std.	Std.	Std.	725
Cutlass Supreme V-6	9,103	8,950				Std.	Std.	Std.	112	725
Cutlass Supreme Brougham V-6	9,719	9,589				Std.	Std.	Std.	112	725
Cutlass Cruiser V-6					9,381	Std.	Std.	Std.	112	725
Cutlass Calais V-6		9,848				Std.	Std.	Std.	112	725
Delta 88 V-6	9,084					Std.	Std.	Std.	112	725
Delta 88 Royale V-6	9,363	9,202				Std.	Std.	Std.	112	725
Delta 88 Royale Brougham V-6	9,762	9,671				Std.	Std.	Std.	112	725
Custom Cruiser V-8					10,083	Std.	Std.	Std.	112	725
Ninety-Eight Regency V-6	13,120	12,943				Std.	Std.	Std.	Std.	Std.
Ninety-Eight Regency Brougham V-6	14,170					Std.	Std.	Std.	Std.	Std.
Toronado V-6		15,252				Std.	Std.	Std.	Std.	Std.
PLYMOUTH—Horizon 4	5,841					439	214	Std.	83	632
Horizon Custom 4	6,071					439	214	Std.	83	632

Continued on Page 66

COMPARING PRICES: 1983 VS. 1982

Continued from Page 64

	March 24, 1983	Final Price, 1982 model
Cutlass Supreme V-6	$ 8,950	$ 8,588
Regal V-6	9,100	8,712
Eagle 4 (4-dr.)	9,162	8,869
Thunderbird V-6	9,197	8,492
Chrysler E-Class 4 (4-dr.)	9,441	
Cougar V-6	9,521	9,094
New Yorker 4 (4-dr. FWD)	11,200	

INTERMEDIATE WAGONS
(4-Door Models)

Concord 4	$ 7,730	$ 7,462
Malibu V-6	8,217	8,263
LTD 6	8,577	7,983
Marquis 6	8,693	8,216
Bonneville G V-6	9,112	8,694
Cutlass V-6	9,381	8,905
Regal V-6	9,550	9,058
Eagle 4	9,882	9,566

STANDARD-SIZE
(4-Door Models, unless otherwise indicated.)

Dodge Diplomat 6	$ 8,248	$ 7,750
Plymouth Gran Fury 6	8,248	7,750
Chevrolet Impala V-6	8,331	7,918
Chevrolet Caprice V-6	8,802	8,221
Dodge Mirada 6 (2-dr.)	9,011	8,619
Oldsmobile 88 V-6	9,084	8,603
Buick LeSabre V-6	9,394	8,876
Chrysler Cordoba 6 (2-dr.)	9,580	9,197
Ford Crown Victoria V-8	10,094	9,294
Mercury Grand Marquis V-8	10,718	10,456
Buick Electra Limited V-6	12,586	11,884
Oldsmobile 98 Regency V-6	13,120	12,294
Chrysler New Yorker Fifth Avenue 6	13,192	11,757

(Pontiac Parisienne not priced at presstime.)

STANDARD-SIZE WAGONS
(4-Door, V-8)

Chevrolet Caprice	$ 9,518	$ 9,051
Oldsmobile Custom Cruiser	10,083	9,614
Ford Country Squire	10,253	9,580
Mercury Colony Park	10,896	10,252
Buick LeSabre Estate Wagon	11,187	10,669
Buick Electra Estate Wagon	13,638	12,911

(Pontiac Parisienne not priced at presstime.)

LUXURY CARS

Riviera 2-dr.	$15,238	$14,272
Toronado 2-dr.	15,252	14,462
Cadillac deVille 2-dr.	15,970	15,249
Cadillac deVille 4-dr.	16,441	15,699
Lincoln Town Car 4-dr.	16,923	16,100
Imperial 2-dr.	18,688	20,988
Eldorado 2-dr.	19,334	18,716
Mark VI 2-dr.	20,229	19,452
Mark VI 4-dr.	20,717	19,924
Continental 4-dr.	20,985	21,302
Seville	21,440	23,433
Cadillac Limousine	29,323	28,003
Cadillac Formal Limousine	30,349	28,983

(Chrysler Executive Sedan and Chrysler Limousine not priced at presstime.)

CONVERTIBLES

Dodge 400	$ 9,995	$12,600
Chrysler LeBaron	10,995	12,600
Ford Mustang	12,467	
LeBaron Mark Cross	14,595	14,900
LeBaron Town & Country	15,595	
Buick Riviera	24,960	23,994

(Chevrolet Cavalier and Pontiac 2000 convertibles not priced at presstime.)

Chevette Scooter 2-dr.	$ 4,997	$ 4,997

Comparison of selected 1983 and 1982 domestic models by market class. Prices are Manufacturer's Suggested Retail Prices. The 1983 prices are those in effect April 1, 1983. The 1982 prices are those in effect at the end of the model year.

No adjustment has been made for year-to-year equipment changes or dealer discount changes or for standard-equipment variations among competing models. If there is no entry in the 1982 column, it means that the 1983 model is new or had no direct counterpart in 1981.

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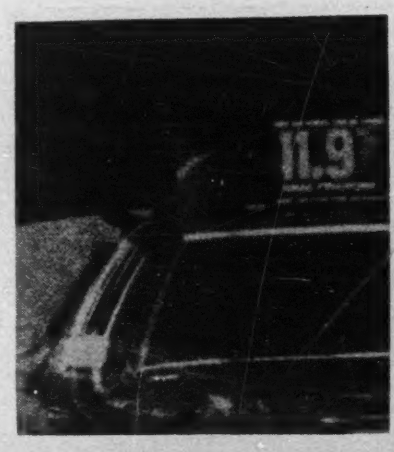

Imported car retail prices

Prices in effect March 15, 1983

The following prices are Manufacturer's Suggested Retail Prices. They include ocean freight and import duty. They do not include inland transportation fees, state or local taxes, optional equipment or special equipment required by state laws. Where East Coast and West Coast prices differ, East Coast prices are used. Prices are for 1983 models unless otherwise indicated.

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ALFA ROMEO—GTV-6 coupe, $17,995; Spider Veloce convertible, $15,495. (**Power disk brakes** standard on both models. **Air conditioning** standard on GTV-6.) (Prep fee of $147.50 on GTV-6 and $137 on Spider Veloce is refundable to dealer upon receipt by importer of new-car predelivery inspection report.)

ASTON MARTIN—V-8 coupe, $96,000; Volante convertible, $115,000; Lagonda 4-door sedan, $150,000. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** are standard.) (Prices include dealer prep fee.)

AUDI—Audi 4000—2-door sedan (5 speed), $10,205. **Audi 4000-S**—4-door sedan (5-speed), $11,780; 4-door sedan (automatic), $12,205; 4-door sedan (diesel, 5-speed), $12,425; 4-door sedan (Turbo Diesel, 5-speed), $13,330; 4-door sedan (Turbo Diesel, automatic), $13,845. **Audi Coupe**—Coupe (5-speed), $12,680; Coupe (automatic), $13,105. **Audi 5000**—S 4-door sedan, $14,355; S 4-door sedan (automatic), $14,780; 4-door sedan (Turbo Diesel), $17,780; 4-door sedan (Turbo gas), $19,425. **Audi Quattro**—Coupe (5-speed), $35,000. (**Power disk brakes** standard on all models. **Power steering** standard on all models except base 4000. **Radio** standard on Quattro. **Air conditioning** standard on 4000-S, all 5000 models and Quattro.) (Prices do not include dealer prep fee.)

BENTLEY (1982 models)—Mulsanne—4-door sedan, $110,370; "L" 4-door sedan, $118,330. **Corniche**—Convertible, $161,950. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.)

BMW—320i—2-door sedan, $13,290. **528e**—4-door sedan, $23,985. **533i**—4-door sedan, $28,985. **733i**—4-door sedan, $34,300. **633CSi**—Coupe, $39,210. (**Power disk brakes** standard on all models. **Power steering, radio, air conditioning** standard on all models except 320i. **Automatic transmission** is $620 on 320i, $775 on other models.) (Prices do not include dealer prep fee. It is $175 on 320i with 'S' package, $150 on other models.)

CHALLENGER (Dodge)—Sport coupe, $8,323. (**Power disk brakes, power steering, radio** are standard. **Automatic transmission** is $331.) (Price includes dealer prep fee.)

DODGE COLT—2-door hatchback, $4,995; Deluxe 2-door hatchback, $5,720; Custom 2-door hatchback, $6,059; 4-door hatchback, $5,599; Custom 4-door hatchback, $6,176. (**Power disk brakes** standard on all models. **Automatic transmission** is $311 on Deluxe and Custom, not available on base.) (Prices include dealer prep fee.)

DATSUN/NISSAN—Nissan Sentra—Standard 2-door sedan, $4,949; Deluxe MPG 2-door sedan, $5,699; Deluxe 2-door sedan, $5,999; Deluxe 4-door sedan, $6,199; Deluxe 4-door wagon, $6,649; Deluxe hatchback coupe, $6,599; XE hatchback coupe, $6,999. **Nissan Pulsar**—2-door hatchback, $6,299; 4-door hatchback, $6,499; NX coupe, $7,390. **Nissan Stanza**—Deluxe 2-door hatchback, $6,999; Deluxe 4-door hatchback, $7,199; XE 2-door hatchback, $7,899; XE 4-door hatchback, $8,099. **200-SX**—Deluxe hardtop coupe, $7,999; Sports Luxury hardtop coupe, $9,189; Deluxe hatchback coupe, $8,199; Sports Luxury hatchback coupe, $9,489. **Maxima**—GL 4-door sedan (5-speed), $10,869; GL 4-door sedan (5-speed, diesel engine), $11,719; GL 4-door wagon (automatic), $12,159; GL 4-door wagon (automatic, diesel engine), $12,529. **280-ZX**—2-seater coupe, $14,799; 2+2 coupe, $15,799; 2-seater Turbo coupe, $17,599; 2+2 Turbo coupe, $18,599. (**Power disk brakes** standard on all models. **Power steering** standard on Sentra XE hatchback, Pulsar NX coupe, all Stanza, all 200-SX, all Maxima and all 280-ZX models. **Radio** standard on all Sentra, all Pulsar, Stanza XE, all 200-SX, all Maxima and all 280-ZX models. **Air conditioning** standard on all Maxima and all 280-ZX models. **Automatic transmission** is $350 on Sentra, Pulsar, Stanza, 200-SX and 280-ZX.) (Prices include dealer prep fee.)

DeLOREAN—1982 model—Sport coupe (5-speed), $29,825. **1983 model**—Sport coupe (5-speed), $34,007; Sport coupe (automatic), $34,632. (**Power disk brakes, power steering, radio, air conditioning** are standard.)

DODGE RAM 50—Pickup Trucks (2-wheel drive)—Ram 50, $5,665; Custom, $6,266; Royal, $7,135; Sport, $7,732. **Pickup Trucks (4-wheel drive)**—Custom, $8,424; Royal, $9,565; Sport, $9,333. **Power disk brakes** standard on all models. **Power steering** standard on Royal and Sport 2-wheel-drive and all 4-wheel-drive models. **Radio** standard on all models except base two-wheel-drive model. **Automatic transmission** is $342 on Royal and Sport 2-wheel-drive and Sport 4-wheel-drive. **Turbo diesel engine** is standard on Royal 4-wheel-drive, $802 on Royal and Sport 2-wheel-drive and Sport 4-wheel drive.) (Prices include dealer prep fee.)

FERRARI (1982 models)—308-GTBI coupe, $51,930; 308-GTSI coupe, $58,550; Mondial 8 2+2 coupe, $63,339. (**5-speed transmission, air conditioning** standard on all models.) (Prices do not include dealer prep fee of $350.)

FIAT (1982 models)—X 1/9—Coupe/roadster (5-speed overdrive), $10,990. **Spider 2000**—Convertible (5-speed overdrive), $12,290. **Spider Turbo**—Convertible (5-speed overdrive), $14,995. (**Power disk brakes** standard on Spider 2000 and Spider Turbo. **Automatic transmission** is $520 on Spider 2000.) (Prices include dealer prep fee.)

HONDA—Civic 1300—3-door hatchback (4-speed), $4,899; FE 3-door hatchback (5-speed), $5,999. **Civic 1500**—DX 3-door hatchback (5-speed), $5,949; DX 3-door hatchback (automatic), $6,149; S 3-door hatchback (5-speed), $6,399; 4-door sedan (5-speed), $6,849; 4-door sedan (automatic), $7,049; 5-door wagon (5-speed), $6,349; 5-door wagon (automatic), $6,549. **Accord**—3-door hatchback (5-speed), $7,499; 3-door hatchback (automatic), $7,999; 4-door sedan (5-speed), $8,345; 4-door sedan (automatic), $8,645. **Accord LX**—3-door hatchback (5-speed), $8,549; 3-door hatchback (automatic), $8,849. (**Power disk brakes** standard on all models. **Power steering** standard on Accord 4-door sedan, Accord LX 3-door hatchback and also on Accord 3-door hatchback with automatic transmission. **Air conditioning** standard on Accord LX.) (Prices include dealer prep fee.) (Note: Some Accord 4-door sedans are built in U.S.)

ISUZU—I-Mark (gasoline engine)—Deluxe coupe, $6,415; Deluxe 4-door sedan, $6,535; LS coupe, $6,890; LS 4-door sedan, $7,010. **I-Mark (diesel engine)**—Diesel coupe, $6,720; Deluxe coupe, $7,285; Deluxe 4-door sedan, $7,385; LS coupe, $7,720; LS 4-door sedan, $7,860. (**Power disk brakes** standard on all models. **Automatic transmission** is $332, not available on Diesel Coupe.) (Prices include dealer prep fee.)

ISUZU P'UP PICKUP TRUCKS—4x2 Models (gasoline engine)—4-speed, $5,775; 4-speed, long wheelbase, $5,930; Deluxe, $6,519; Deluxe long wheelbase, $6,674; LS, $7,295; LS long wheelbase, $7,450. **4x2 Models (diesel engine)**—Deluxe, $7,284; Deluxe, long wheelbase, $7,439; LS, long wheelbase, $8,215. **4x4 Models**—Deluxe (gasoline engine), $8,189; Deluxe (diesel engine), $8,954; LS (gasoline engine), $8,965; LS (diesel engine), $9,730. (**Power disk brakes** standard on all models. **Automatic transmission** is $332, not available on MPG Plus and 4x4 Models.) (Prices include dealer prep fee.)

JAGUAR—XJ6—4-door sedan, $30,500. **Vanden Plas**— 4-door sedan, $33,500. **XJ-S (V-12)**—Sport coupe, $34,000. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.) (Prices do not include dealer prep fee of $200 to $300.)

MASERATI—Quattroporte 4-door sedan (1982 model), $64,192. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** are standard.) (Price does not include dealer prep fee of $150.)

MAZDA—GLC Series—3-door hatchback, $5,295; Custom 3-door hatchback, $5,695; Custom L 3-door hatchback, $6,095; Sport 3-door hatchback, $6,545; Custom 4-door sedan, $6,245; Custom L 4-door sedan, $6,745; Sport 4-door sedan, $7,145; Custom L 5-door wagon, $6,345. **626 Series**—Deluxe 2-door sedan, $7,895; Luxury 2-door sedan, $9,295; Deluxe 4-door sedan, $7,595; Luxury 4-door sedan, $8,895; Luxury Touring 4-door sedan, $9,895. **RX-7**—S coupe, $9,695; GS coupe, $10,595; GSL coupe, $12,220. (**Power disk brakes** standard on all models. **Power steering** standard on 626 Luxury models. **Radio** standard on 626 Luxury, RX-7 GS and RX-7 GSL. **Automatic transmission** is $275 on GLC, not available on base 3-door hatchback; $360 on 626, RX-7 GS and RX-7 GSL.) (Prices include dealer prep fee.)

MAZDA PICKUP TRUCKS—B-2000 Sundowner (gasoline engine)—Base short bed, $5,795; base long bed, $6,095; Deluxe short bed, $6,245; Deluxe long bed, $6,445; Sport short bed, $6,445; B-2200 Sundowner (diesel engine)—Base short bed, $6,545; base long bed, $6,745; Deluxe short bed, $6,845; Deluxe long bed, $7,095. (**Power disk brakes** standard on all models.) (Prices include dealer prep fee.)

MERCEDES-BENZ—240 Series (Diesel engine)—240-D 4-door sedan, $22,470; 240-D 4-door sedan (automatic), $23,800. **300 Series (Turbodiesel)**—300-D 4-door sedan, $30,973; 300-TD 4-door wagon, $34,293; 300-CD coupe, $34,193; 300-SD 4-door sedan, $37,970. (**380 Series**—380-SEL 4-door sedan, $47,670; 380-SL coupe/roadster, $43,030; 380-SEC sport coupe, $53,570. (**Automatic transmission** standard on all models except base 240-D sedan. **Power disk brakes, power steering, radio, air conditioning** standard on all models.) (Prices include dealer prep fee.)

MITSUBISHI—Cordia—Coupe (5-speed), $7,089; L coupe (4+4 transmission), $7,849; L coupe (automatic), $8,229; LS coupe (4+4), $9,449; LS coupe (automatic), $9,829. **Tredia**—4-door sedan (5-speed), $6,539; L 4-door sedan (4+4), $7,259; L 4-door sedan (automatic), $7,639; LS 4-door sedan (4+4), $8,349; LS 4-door sedan (automatic), $8,729. **Starion**—Turbo 2+2 coupe (5-speed), $12,079; LS Turbo 2+2 (5-speed), $13,919. (**Power disk brakes** standard on all models. **Power steering** standard on Cordia LS, Tredia LS and both Starion models. **Radio** standard on all models except base Cordia and base Tredia. **Air conditioning** standard on Starion LS.) (Prep charge is reimbursed to dealer after submission and certification of predelivery inspection form.)

MITSUBISHI PICKUP TRUCKS—Two-wheel Drive—Mighty Max (4-speed), $5,749; S (4-speed), $6,290; S (5-speed), $6,499; S (automatic), $6,819; SP (2.6-liter, 5-speed), $6,969; SP (2.3-liter Turbo Diesel, 5-speed), $7,879; SPX (2.6-liter, 5-speed), $7,719; SPX (2.6-liter, automatic), $8,047. **Four-Wheel Drive**—S (4-speed), $8,569; SP (2.3-liter Turbo Diesel, 5-speed), $9,839; SPX (2.6-liter, 5-speed), $9,579; SPX (2.6-liter, automatic), $9,919. (**Power disk brakes, radio** standard on all models except Mighty Max. **Power steering** standard on all 4WD trucks.) (Prep charge is reimbursed to dealer after submission and certification of predelivery inspection form.)

NISSAN CARS—See Datsun.

NISSAN PICKUP TRUCKS—Pickup Trucks (2-wheel drive, gasoline engine)—MPG regular bed, $5,995; Standard regular bed, $6,295; Deluxe regular bed, $6,845; Deluxe long bed, $6,995; Deluxe heavy-duty long bed, $7,095; cab and chassis (single rear wheels), $6,895; cab and chassis (dual rear wheels), $7,195; MPG King Cab (49-state), $6,695; Deluxe King Cab, $7,445; XE King Cab, $8,395; Sport Truck, $8,045. **Pickup Trucks (2-wheel drive, diesel engine)**—Deluxe regular bed, $7,685; Deluxe long bed, $7,835; Deluxe King Cab, $8,285. **Pickup Trucks (4-wheel drive, gasoline engine)**—Deluxe regular bed, $8,745; Deluxe long bed, $8,895; Deluxe King Cab, $9,345; Sport Truck, $9,745. (**Power disk brakes** standard on all models. **Power steering** standard on all diesel trucks, all four-wheel-drive trucks and the following two-wheel drive gasoline units: Sport Truck, XE King Cab and cab and chassis. **Radio** standard on Sport Trucks and XE King Cab. **Automatic transmission** is $350 on Deluxe regular bed, Deluxe long bed, Deluxe King Cab and XE King Cab models with two-wheel drive and gasoline engine.) (Prices include dealer prep fee.)

PEUGEOT—505 (Gasoline engine)—4-door sedan, $11,865; S 4-door sedan, $14,175; STI 4-door sedan, $15,215; S Silver Edition 4-door sedan, $15,295. **505 (Diesel engine)**—D 4-door sedan, $12,575; Turbodiesel 4-door sedan, $14,445; S Turbodiesel 4-door sedan, $16,380; S Turbodiesel Silver Edition 4-door sedan, $17,480. **604 Turbodiesel**—4-door sedan, $19,780. **504 (Diesel engine)**—4-door wagon, $12,085. (**Power steering, power disk brakes** standard on all models. **Radio** standard on 505-S, 505-STI and 604 models. **Air conditioning** standard on 604 and all 505 models except 505-D. **Automatic transmission** is $370 on 504 and 505 models and $400 on 604.) (Prices include dealer prep fee.)

PLYMOUTH COLT—2-door hatchback, $4,995; Deluxe 2-door hatchback, $5,720; Custom 2-door hatchback, $6,059; 4-door hatchback, $5,599; Custom 4-door hatchback, $6,176. (**Power disk brakes** standard on all models. **Automatic transmission** is $311 on Deluxe and Custom, not available on base.) (Prices include dealer prep fee.)

PORSCHE—944—Coupe (5-speed), $19,485; coupe (automatic), $19,960. **911-SC**—Coupe (5-speed), $29,950; Targa (5-speed), $31,450; Cabriolet convertible (5-speed), $34,450. **928**—Coupe (5-speed or automatic), $43,000. (**Power disk brakes, air conditioning** standard on all models. **Power steering** standard on 928.) (Prices do not include dealer prep fee.)

RENAULT—Alliance—2-door sedan, $5,595; Alliance L—2-door sedan, $6,020; 4-door sedan, $6,270; Alliance DL—2-door sedan, $6,655; 4-door sedan, $6,905. Alliance Limited—4-door sedan, $7,470. (Alliance models are built in the U.S..) **Le Car**—2-door hatchback, $4,795. Le Car Deluxe—2-door hatchback, $4,995; 4-door hatchback, $5,295. **18i Deluxe**—4-door sedan (5-speed), $8,395; 4-door wagon (5-speed), $8,855. **Fuego**—Coupe (5-speed, $8,695; Turbo coupe (5-speed), $11,095. (**Power disk brakes** standard on all models except base Le Car. **Power steering and radio** standard on 18i and Fuego. **Air conditioning** standard on Fuego Turbo. **Automatic transmission** is $420 on Alliance and Alliance L, $325 on Alliance DL and Alliance Limited, $365 on 18i and base Fuego; not available on Le Car and Fuego Turbo.) (Prices include dealer prep fee.)

ROLLS-ROYCE (1982 models)—Silver Spirit—4-door sedan, $111,000. **Silver Spur**—4-door sedan, $119,000. **Camargue**—Coupe, $158,600. Corniche—Convertible, $162,500. (**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.)

SAAB—900 Series (5-speed)—3-door hatchback, $10,750; 4-door sedan, $11,050. **900-S (5-speed)**—3-door hatchback, $13,550; 4-door sedan, $13,950. **900 Turbo (5-speed)**—3-door hatchback, $16,510; 4-door sedan, $16,910. (**Power disk brakes, power steering** standard on all models. **Radio** standard on 900 Turbo. **Air conditioning** standard on 900-S and 900 Turbo. **Automatic transmission** is $370 on all models.) (Prices include dealer prep fee.)

SAPPORO (Plymouth)—Sport coupe, $8,323. (**Power disk brakes, power steering, radio** are standard. **Automatic transmission** is $331.) (Price includes dealer prep fee.)

SUBARU—3-door Hatchbacks—Standard hatchback, $5,053; DL hatchback (5-speed), $6,063; GL hatchback (5-speed), $6,663; GL hatchback (automatic), $6,973; GL hatchback (4-wheel drive), $7,228. **4-Door Sedans**—DL sedan (5-speed), $6,463; GL sedan (5-speed), $7,063; GL sedan (automatic), $7,373. **2-Door Hardtops**—DL hardtop (5-speed), $6,578; GL hardtop (5-speed), $7,253; GL hardtop (automatic), $7,563. **4-Door Wagons**—DL wagon (5-speed), $6,703; GL wagon (5-speed), $7,303; GL wagon (automatic), $7,613; DL wagon (4-wheel drive), $7,288; GL wagon (4-wheel drive), $7,858; GL wagon (4-wheel drive, automatic), $8,168. **BRAT (4-wheel drive)**—DL, $6,913; GL, $7,663; GL (automatic), $7,973. (**Power disk brakes** standard on all models. **Radio** standard on all models except base hatchback.)

TOYOTA—Starlet—3-door Liftback (4-speed), $5,798; 3-door Liftback (5-speed), $5,838. **Tercel**—3-door Liftback (4-speed), $4,998; Deluxe 3-door Liftback (5-speed), $5,898; Deluxe 3-door Liftback (automatic), $6,198; SR-5 3-door Liftback (5-speed), $6,618; Deluxe 5-door Liftback (5-speed), $6,058; Deluxe 5-door Liftback (automatic), $6,358; Deluxe 4-door wagon (5-speed), $7,398; SR-5 4-door wagon (5-speed), $8,148. **Corolla**—2-door sedan (4-speed), $5,448; Deluxe 2-door sedan (5-speed), $6,018; Deluxe 2-door sedan (automatic), $6,318; Deluxe 4-door sedan (5-speed), $6,138; Deluxe 4-door sedan (automatic), $6,438; SR-5 2-door hardtop (5-speed), $7,248; SR-5 2-door hardtop (automatic), $7,688; Deluxe 2-door Liftback (automatic), $6,718; SR-5 2-door Liftback (5-speed), $7,208; SR-5 sport coupe (5-speed), $7,308; Deluxe 4-door wagon (5-speed), $6,508; Deluxe 4-door wagon (automatic), $6,808. **Celica**—ST sport coupe (5-speed), $7,299; ST sport coupe (automatic), $7,999; GT sport coupe (5-speed), $8,599; GT sport coupe (automatic), $9,039; GT-S sport coupe (5-speed), $9,969; GT 2-door Liftback (5-speed), $8,949; GT 2-door Liftback (automatic), $9,389; GT-S 2-door Liftback (5-speed), $10,319. **Celica Supra**—L-Type 2-door Liftback (5-speed), $14,148; L-Type 3-door Liftback (automatic), $14,748; 2-door Liftback (5-speed), $15,398; 2-door Liftback (automatic), $15,998. **Camry**—Deluxe 4-door sedan (5-speed), $7,798; Deluxe 5-door Liftback sedan (5-speed), $8,048; LE 4-door sedan (automatic), $9,698; LE 5-door Liftback sedan (automatic), $10,048. **Cressida**—Luxury Edition 4-door sedan (5-speed), $13,109; Luxury Edition 4-door sedan (automatic), $13,569; Luxury Edition 4-door wagon (automatic), $13,729. **Land Cruiser**—2-door with hardtop (4-speed), $10,348; Deluxe 4-door wagon (4-speed), $13,368. (**Power disk brakes** standard on all models. **Power steering** standard on Celica GT-S, all Celica Supra, Camry LE, all Cressida and on Land Cruiser wagon. **Radio** standard on Tercel SR-5 models, Corolla SR-5 models, Celica GT and GT-S, all Celica Supra, Camry LE, all Cressida and on Land Cruiser wagon. **Air conditioning** standard on Celica Supra and Cressida. (Prices include dealer prep fee.)

TOYOTA PICKUP TRUCKS—Pickup Trucks (2-wheel drive)—Standard short bed (4-speed), $5,998; Standard long bed (4-speed), $6,198; Standard long bed (5-speed), $6,818; Deluxe long bed (5-speed), $6,788; Deluxe long bed (automatic), $7,198; SR-5 short bed (5-speed), $7,458; SR-5 long bed (5-speed), $7,608; SR-5 long bed (automatic), $8,018; Standard cab-chassis (4-speed), $6,478; Deluxe cab-chassis (4-speed), $6,998. **Diesel Pickups (2-wheel drive)**—Deluxe long bed (5-speed), $7,278; SR-5 long bed (5-speed), $8,098. **Pickup Trucks (4-wheel drive)**—Deluxe short bed (5-speed), $8,548; SR-5 short bed (5-speed), $9,248; Deluxe long bed (5-speed), $8,698; SR-5 long bed (5-speed), $9,398. (**Power disk brakes** standard on all models. **Radio** standard on SR-5 models.) (Prices include dealer prep fee.)

VOLKSWAGEN—Rabbit L—2-door hatchback, $6,290; 4-door hatchback, $6,500. **Rabbit LS**—2-door hatchback (4-speed), $6,890; 2-door hatchback (5-speed), $7,100; 4-door hatchback (4-speed), $7,100; 4-door hatchback (5-speed), $7,310. **Rabbit GL**—2-door hatchback (5-speed), $7,490; 4-door hatchback (5-speed), $7,700. **Rabbit GTI**—2-door hatchback (5-speed), $7,990. **Rabbit Convertible**—Convertible (5-speed), $10,595; convertible (automatic), $11,020. (All Rabbit models except convertible are built in the U.S.) **Jetta (5-speed)**—2-door sedan, $7,990; 4-door sedan, $8,210. **Scirocco**—Coupe (5-speed), $10,150; coupe (automatic), $10,575. **Quantum (5-speed)**—Coupe, $10,770; 4-door sedan, $11,280; 4-door wagon, $11,680; GL coupe, $11,595; GL 4-door sedan, $12,160; GL 4-door wagon, $12,890. **Vanagon**—L 7-seater (4-speed), $10,950; L 9-seater (4-speed), $11,005; GL 7-seater (4-speed), $11,450. (**Power disk brakes** standard on all models. **Power steering** standard on Rabbit GL and all Quantum models. **Radio** standard on Rabbit convertible, Scirocco and all Quantum models. **Automatic transmission** is $410 on Rabbit LS and Rabbit GL, not available on Rabbit L and Rabbit GTI; it is $425 on Jetta, Quantum and Vanagon. **Diesel engine** is $750 on Rabbit L, $525 on Rabbit LS, $645 on Jetta and $735 on Vanagon. Vanagon diesel includes 5-speed transmission. **Turbo Diesel** is $1,550 on 5-speed models of Rabbit LS 2-door, Rabbit GL 2-door and 4-door, Quantum 4-door sedan and wagon and Quantum GL 4-door sedan and wagon.) (Prices do not include dealer prep fee.)

VOLKSWAGEN PICKUP TRUCKS—Base pickup (4-speed), $6,890; base pickup (5-speed), $7,100; LX pickup (5-speed), $7,475; Sportruck (5-speed), $7,630. (**Power disk brakes** standard on all models. **Diesel engine** is $645 on base pickup and LX pickup.) (Prices do not include dealer prep fee.) (Volkswagen pickup trucks are built in the U.S.)

VOLVO—DL Series—2-door sedan (overdrive), $10,650; 2-door sedan (automatic), $11,040; 4-door sedan (overdrive), $11,085; 4-door sedan (automatic), $11,475; 5-door wagon (overdrive), $11,585; 5-door wagon (automatic), $11,975. **GL Series**—4-door sedan (overdrive), $14,495; 4-door sedan (automatic), $14,885; 5-door wagon (overdrive), $14,995; 5-door wagon (automatic), $15,385. **GLT Series**—2-door sedan (overdrive), $16,050; 2-door sedan (automatic), $16,440; 4-door sedan (overdrive), $16,360; 4-door sedan (automatic), $16,750; 5-door wagon (overdrive), $16,860; 5-door wagon (automatic), $17,250. **GL Diesel**—4-door sedan (overdrive), $14,980; 4-door sedan (automatic), $15,240; 5-door wagon (overdrive), $15,480; 5-door wagon (automatic), $15,746. **760-GLE**—4-door sedan (V-6, gasoline engine, automatic), $18,785; 4-door sedan (Turbo Diesel, manual), $19,595. (**Power disk brakes, power steering** standard on all models.) (Prices include dealer prep fee.)

RETAIL PRICES, U. S. 1983 MODELS

Continued from Page 65

	4-Door	2-Door	2-Door Hatchback	Convertible	4-Door Wagon	Automatic Trans.	Power Steering	Power Brakes	Radio	Air Cond.
Turismo 4			6,379			439	214	Std.	83	632
Turismo 2.2 4			7,303			439	214	Std.	Std.	632
Reliant 4	6,718	6,577				439	214	Std.	78	732
Reliant Custom 4					7,636	439	214	Std.	Std.	732
Reliant Special Edition 4	$ 7,417	$ 7,260				$439	$214	Std.	Std.	$732
Reliant S.E. Wagon					$ 8,186	439	Std.	Std.	Std.	732
Gran Fury Salon 6	8,248									
RENAULT—(U.S.-built models)										
Alliance 4		5,695				420	199	Std.	82	630
Alliance L 4	6,370	6,120				420	199	Std.	82	630
Alliance DL 4	7,005	6,755				325	199	Std.	82	630
Alliance Limited 4	7,570					325	199	Std.	82	630
PONTIAC—1000 4	5,785		$ 5,582			395	199	$ 95	Std.	625
Pontiac 2000 4	6,621	6,499	6,809		6,926	320	199	Std.	$112	625
2000 LE 4	7,194	7,020			7,497	320	199	Std.	Std.	625
2000 SE 4			8,393			320	Std.	Std.	Std.	625
Phoenix 4	7,087	6,942				425	210	100	Std.	725
Phoenix LJ 4	7,698	7,489				425	210	100	Std.	725
Phoenix SJ 4	8,948	8,861				425	Std.	Std.	Std.	725
Firebird 4		8,399				425	Std.	Std.	112	725
Firebird SE V-6		10,322				195	Std.	Std.	112	725
Firebird Trans Am V-8		10,396				295	Std.	Std.	112	725
Pontiac 6000 4	8,569	8,399				Std.	Std.	Std.	Std.	725
6000 LE 4	8,984	8,837				Std.	Std.	Std.	Std.	725
6000 STE V-6	13,572					Std.	Std.	Std.	Std.	Std.
Grand Prix V-6		8,698				Std.	Std.	Std.	112	725
Grand Prix LJ V-6		9,166				Std.	Std.	Std.	112	725
Grand Prix Brougham V-6		9,781				Std.	Std.	Std.	112	725
Bonneville G V-6	8,899				9,112	Std	Std.	Std.	112	725
Bonneville G Brougham V-6	9,399					Std.	Std.	Std.	112	725
Pontiac 2000 convertible and Parisienne sedan and wagon not priced at presstime.										
VOLKSWAGEN—(U.S.-built models)										
Rabbit L 4	6,500		6,290			N.A.	210	Std.	155	650
Rabbit LS 4	7,100		6,890			410	210	Std.	155	650
Rabbit GL 4	7,700		7,490			410	Std.	Std.	155	650
Rabbit GTI 4			7,990			N.A.	N.A.	Std.	155	650

(Radio price is for AM/FM unit).

OPTIONS/EQUIPMENT

Buyers of new cars in the U.S. in 1982 shifted their demand for a number of optional equipment items. Notable was a comeback for V-8 engines as a result of stable fuel prices that stirred interest in full size, luxury and sporty cars. At the same time, sales of diesel-powered passenger cars plummeted 37.6 percent during calendar year 1982, and accounted for only 3.9 percent of new car sales compared to 5.9 percent in 1981. Sales of many options continued to climb.

OFF
WIPE
OFF
ON
RESUME

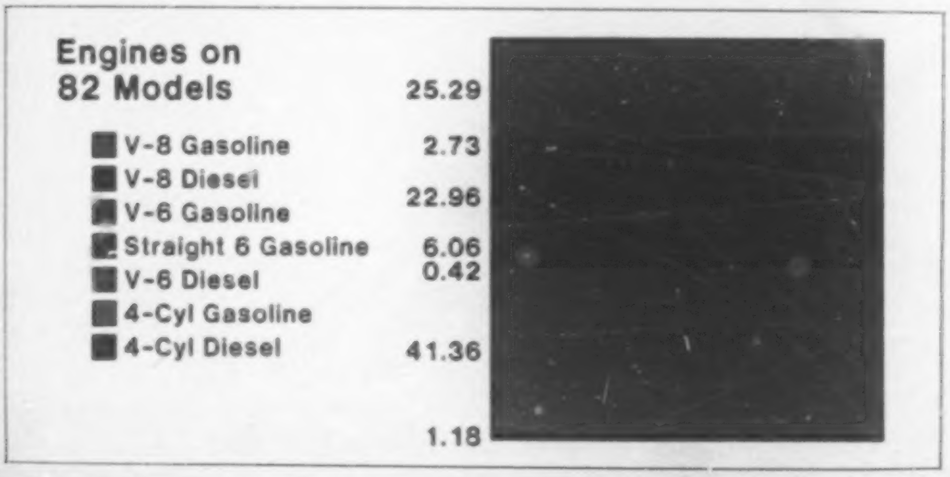
ENGINE OPTIONS ON 1982 U. S. MODELS

	V-8 Gasoline	Percent of Output	V-8 Diesel	Percent of Output	V-6 Gasoline	Percent of Output	6-Cylinder Gasoline	Percent of Output	6-Cylinder Diesel	Percent of Output	4-Cylinder Gasoline	Percent of Output	4-Cylinder Diesel	Percent of Output
AMERICAN MOTORS	N.A.	—	N.A.	—	N.A.	—	55,926	78.88	N.A.	—	14,972	21.12	N.A.	—
Spirit	N.A.	—	N.A.	—	N.A.	—	10,892	53.96	N.A.	—	9,290	46.04	N.A.	—
Concord	N.A.	—	N.A.	—	N.A.	—	31,655	93.96	N.A.	—	2,038	6.04	N.A.	—
Eagle/SX4	N.A.	—	N.A.	—	N.A.	—	13,379	78.60	N.A.	—	3,644	21.40	N.A.	—
CHRYSLER CORP.	108,225	14.94	N.A.	—	N.A.	—	23,718	3.27	N.A.	—	592,605	81.79	N.A.	—
C-P Total	84,671	18.88	N.A.	—	N.A.	—	12,502	2.79	N.A.	—	351,246	78.33	N.A.	—
Horizon	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	85,356	100.00	N.A.	—
Reliant	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	162,580	100.00	N.A.	—
Gran Fury	12,672	67.60	N.A.	—	N.A.	—	6,074	32.40	N.A.	—	N.A.	—	N.A.	—
Imperial	2,717	100.00	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Cordoba	14,303	74.70	N.A.	—	N.A.	—	4,844	25.30	N.A.	—	N.A.	—	N.A.	—
LeBaron	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	103,310	100.00	N.A.	—
New Yorker	54,979	97.20	N.A.	—	N.A.	—	1,584	2.80	N.A.	—	N.A.	—	N.A.	—
Dodge Total	23,554	8.53	N.A.	—	N.A.	—	11,216	4.06	N.A.	—	241,359	87.41	N.A.	—
Omni	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	82,003	100.00	N.A.	—
Aries	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	125,016	100.00	N.A.	—
Diplomat	17,672	67.30	N.A.	—	N.A.	—	8,586	32.70	N.A.	—	N.A.	—	N.A.	—
Dodge 400	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	34,340	100.00	N.A.	—
Mirada	5,862	69.10	N.A.	—	N.A.	—	2,830	30.90	N.A.	—	N.A.	—	N.A.	—
FORD MOTOR	364,578	27.87	N.A.	—	108,799	8.31	266,317	20.35	N.A.	—	568,822	43.47	N.A.	—
Ford Division	184,447	20.83	N.A.	—	71,480	8.07	196,033	22.14	N.A.	—	433,460	48.96	N.A.	—
Escort	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	318,418	100.00	N.A.	—
EXP	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	22,650	100.00	N.A.	—
Must./Must II	33,387	25.60	N.A.	—	N.A.	—	37,570	28.80	N.A.	—	59,471	45.60	N.A.	—
Granada	N.A.	—	N.A.	—	56,673	47.10	61,063	50.70	N.A.	—	2,647	2.20	N.A.	—
T-Bird	27,717	61.40	N.A.	—	14,807	32.80	2,618	5.80	N.A.	—	N.A.	—	N.A.	—
Ford	120,660	100.00	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Fairmont	2,683	2.10	N.A.	—	N.A.	—	94,782	74.20	N.A.	—	30,274	23.70	N.A.	—
L-M Division	180,131	42.57	N.A.	—	37,319	8.82	70,354	16.62	N.A.	—	135,362	31.99	N.A.	—
LN7	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	11,540	100.00	N.A.	—
Lynx	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	100,113	100.00	N.A.	—
Capri	8,817	24.40	N.A.	—	N.A.	—	10,840	30.00	N.A.	—	16,477	45.60	N.A.	—
Zephyr	78	0.20	N.A.	—	N.A.	—	31,782	81.30	N.A.	—	7,232	18.50	N.A.	—
Cougar	N.A.	—	N.A.	—	30,297	53.20	26,653	46.80	N.A.	—	N.A.	—	N.A.	—
XR-7	9,244	54.80	N.A.	—	6,544	38.80	1,079	6.40	N.A.	—	N.A.	—	N.A.	—
Mercury	77,157	100.00	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Continental	23,430	98.00	N.A.	—	478	2.00	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Lincoln	35,069	100.00	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Mark VI	26,336	100.00	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
GENERAL MOTORS	971,869	27.72	156,261	4.46	1,202,710	34.31	N.A.	—	24,214	0.69	1,132,688	32.31	17,929	0.51
Buick Division	145,067	19.60	27,576	3.73	403,982	54.59	N.A.	—	7,628	1.03	155,751	21.05	N.A.	—
Skylark	N.A.	—	N.A.	—	68,955	47.70	N.A.	—	N.A.	—	75,605	52.30	N.A.	—
Skyhawk	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	47,910	100.00	N.A.	—
Century	N.A.	—	N.A.	—	65,589	63.70	N.A.	—	5,148	5.00	32,228	31.30	N.A.	—
Regal	4,283	1.90	5,410	2.40	213,245	94.60	N.A.	—	2,480	1.10	N.A.	—	N.A.	—
Buick	108,392	61.92	17,803	10.17	48,857	27.91	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Riviera	32,392	73.50	4,363	9.90	7,316	16.60	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Cadillac Division	171,784	72.92	20,169	8.56	17,663	7.50	N.A.	—	N.A.	—	25,968	11.02	N.A.	—
Cimarron	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	25,968	100.00	N.A.	—
Seville	16,598	83.00	2,380	11.90	1,020	5.10	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Eldorado	43,799	84.20	4,786	9.20	3,433	6.60	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Cadillac	111,387	80.95	13,003	9.45	13,210	9.60	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Chevrolet Division	315,794	24.34	29,971	2.31	350,440	27.01	N.A.	—	1,990	0.16	581,633	44.83	17,529	1.35
Chevette	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	225,934	92.80	17,529	7.20
Cavalier	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	195,024	100.00	N.A.	—
Celebrity	N.A.	—	N.A.	—	53,081	57.50	N.A.	—	N.A.	—	39,233	42.50	N.A.	—
Camaro	92,444	51.70	N.A.	—	65,801	36.80	N.A.	—	N.A.	—	20,563	11.50	N.A.	—
Citation	N.A.	—	N.A.	—	64,768	39.10	N.A.	—	N.A.	—	100,879	60.90	N.A.	—
Malibu	25,896	22.30	4,761	4.10	84,771	73.00	N.A.	—	697	0.60	N.A.	—	N.A.	—
Monte Carlo	32,984	35.70	5,451	5.90	52,663	57.00	N.A.	—	1,293	1.40	N.A.	—	N.A.	—
Chevrolet	139,063	73.90	19,759	10.50	29,358	15.60	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Corvette	25,407	100.00	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Oldsmobile Division	268,421	38.22	70,575	10.05	221,049	31.48	N.A.	—	12,897	1.84	129,398	18.41	N.A.	—
Omega	N.A.	—	N.A.	—	26,022	33.59	N.A.	—	N.A.	—	51,447	66.41	N.A.	—
Firenza	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	30,108	100.00	N.A.	—
Cutlass/Supreme	36,127	18.59	14,012	7.21	140,136	72.11	N.A.	—	4,062	2.09	N.A.	—	N.A.	—
Cutlass/Ciera	N.A.	—	N.A.	—	44,642	44.06	N.A.	—	8,835	8.72	47,843	47.22	N.A.	—
Oldsmobile	205,857	77.63	49,509	18.67	9,812	3.70	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Toronado	26,437	77.92	7,054	20.79	437	1.24	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Pontiac Division	70,803	13.34	7,970	1.50	209,596	39.50	N.A.	—	1,699	0.33	239,938	45.24	400	0.66
J-2000	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	118,859	100.00	N.A.	—
T1000	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	44,069	99.10	400	0.90
Firebird	64,116	55.10	N.A.	—	34,444	29.60	N.A.	—	N.A.	—	17,804	15.30	N.A.	—
Phoenix	N.A.	—	N.A.	—	12,980	26.40	N.A.	—	N.A.	—	36,185	73.60	N.A.	—
Grand Prix	3,468	4.30	2,581	3.20	74,601	92.50	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Bonneville/LeMans	3,219	4.00	5,389	6.70	71,832	89.30	N.A.	—	N.A.	—	N.A.	—	N.A.	—
6000	N.A.	—	N.A.	—	15,739	38.90	N.A.	—	1,699	4.20	23,021	56.90	N.A.	—
VOLKSWAGEN	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—	53,283	51.90	49,381	48.10
Total Cars, U. S.*	1,444,672	25.29	156,261	2.73	1,311,509	22.96	345,961	6.06	24,214	0.42	2,382,370	41.36	67,310	1.18

Note: Finures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

Specific models include Chrysler's New Yorker, Gran Fury, Cordoba, Diplomat and Mirada; Ford's standard-sized Ford, EXP and LN7.

Figures are based on production of 5,712,297 U. S. models during the 1982 model year, including 70,896 American Motors cars; 724,548 Chrysler Corp. cars; 1,308,516 Ford Motor cars; 3,506,671 General Motors cars and 102,664 Volkswagen cars.



SALES OF NEW DIESEL-POWERED CARS IN U.S.

	1982 Sales	Percent Share of Market	1981 Sales	Percent Share of Market
Cadillac	16,939	5.32	40,241	7.88
Buick	30,417	9.54	48,627	9.52
Pontiac	3,131	0.98	32,633	6.39
Chevrolet	47,975	15.06	27,600	5.40
Oldsmobile	75,482	23.69	155,859	30.52
General Motors Total	173,944	54.59	304,960	59.71
Volkswagen	48,091	15.09	118,585	23.22
Audi	7,415	2.33	6,434	1.26
VW-Audi Total	55,506	17.42	125,019	24.48
Mercedes-Benz	52,061	16.33	49,354	9.67
Peugeot	9,483	2.98	14,341	2.81
Volvo	7,405	2.32	1,954	0.38
Datsun	8,782	2.76	4,683	0.92
Isuzu	11,477	3.60	10,368	2.03
TOTAL	318,648	......	510,679	......

SOUND-EQUIPMENT OPTIONS INSTALLED ON 1982 U. S. MODELS

	AM Radio	Percent of Output	AM/FM Radio (Mono)	Percent of Output	AM/FM Stereo Radio	Percent of Output	AM/FM Stereo w/8-track	Percent of Output	AM/FM Stereo w/8-track and CB	Percent of Output	AM/FM Stereo w/Cassette	Percent of Output	AM/FM Stereo w/Cassette and CB	Percent of Output	AM/FM Stereo w/CB	Percent of Output
AMERICAN MOTORS	22,560	31.8	5,136	7.2	19,847	28.0	N.A.	—	N.A.	—	4,294	6.1	N.A.	—	586	0.8
Spirit	8,703	43.1	2,037	10.0	4,429	21.9	N.A.	—	N.A.	—	854	4.2	N.A.	—	46	0.2
Concord	11,202	33.2	3,077	9.1	9,362	27.8	N.A.	—	N.A.	—	1,524	4.5	N.A.	—	187	0.6
Eagle	2,655	15.6	22	0.1	6,056	35.6	N.A.	—	N.A.	—	1,916	11.3	N.A.	—	353	2.1
CHRYSLER CORP.	187,863	25.9	N.A.	—	310,054	42.8	10,086	1.4	N.A.	—	66,619	9.2	N.A.	—	7,287	1.0
C-P Total	102,912	22.9	N.A.	—	199,252	44.4	7,615	1.7	N.A.	—	56,354	12.6	N.A.	—	4,837	1.1
Horizon	17,655	41.7	N.A.	—	10,584	25.0	42	0.1	N.A.	—	296	0.7	N.A.	—	N.A.	—
TC3	11,314	26.3	N.A.	—	15,358	35.7	301	0.7	N.A.	—	1,291	3.0	N.A.	—	N.A.	—
Reliant	54,627	33.6	N.A.	—	67,471	41.5	813	0.5	N.A.	—	4,065	2.5	N.A.	—	3,089	1.9
Gran Fury	6,786	36.2	N.A.	—	4,049	21.6	75	0.4	N.A.	—	75	0.4	N.A.	—	75	0.4
Imperial	N.A.	—	N.A.	—	N.A.	—	149	5.5	N.A.	—	2,502	92.1	N.A.	—	65	2.4
Cordoba	1,321	6.9	N.A.	—	10,799	56.4	1,245	6.5	N.A.	—	3,906	20.4	N.A.	—	479	2.5
LeBaron	10,021	9.7	N.A.	—	65,085	63.0	1,653	1.6	N.A.	—	18,596	18.0	N.A.	—	620	0.6
New Yorker	1,188	2.1	N.A.	—	25,906	45.8	3,337	5.9	N.A.	—	25,623	45.3	N.A.	—	509	0.9
Dodge Total	84,951	30.8	N.A.	—	110,802	40.1	2,471	8.9	N.A.	—	10,265	3.7	N.A.	—	2,450	0.9
024	12,479	26.9	N.A.	—	18,231	39.3	649	1.4	N.A.	—	2,134	4.6	N.A.	—	N.A.	—
Omni	13,640	38.3	N.A.	—	8,939	25.1	71	0.2	N.A.	—	249	0.7	N.A.	—	N.A.	—
Aries	41,255	33.0	N.A.	—	50,381	40.3	500	0.4	N.A.	—	1,750	1.4	N.A.	—	1,875	1.5
Diplomat	12,656	48.2	N.A.	—	6,985	26.6	210	0.8	N.A.	—	341	1.3	N.A.	—	183	0.7
Dodge 400	4,155	12.1	N.A.	—	21,772	63.4	446	1.3	N.A.	—	4,293	12.5	N.A.	—	103	0.3
Mirada	766	9.0	N.A.	—	4,494	52.8	595	7.0	N.A.	—	1,498	17.6	N.A.	—	289	3.4
FORD MOTOR	275,919	21.1	43,759	3.3	405,303	31.0	28,355	2.2	N.A.	—	169,629	13.0	31,094	2.4	6,958	0.5
Ford Division	210,779	28.2	31,930	4.3	255,247	34.1	8,154	1.1	N.A.	—	60,499	8.1	N.A.	—	N.A.	—
Escort	118,133	37.1	18,468	5.8	53,813	16.9	1,592	0.5	N.A.	—	11,781	3.7	N.A.	—	N.A.	—
EXP	1,138	17.0	120	1.8	2,048	30.6	40	1.6	N.A.	—	1,686	25.2	N.A.	—	N.A.	—
Must./Must. II	18,911	14.5	3,000	2.3	50,993	39.1	2,348	1.8	N.A.	—	24,258	18.6	N.A.	—	N.A.	—
Granada	21,761	18.1	3,850	3.2	73,036	60.7	1,324	1.1	N.A.	—	7,219	6.0	N.A.	—	N.A.	—
T-Bird	2,934	6.5	361	0.8	23,112	51.2	222	4.9	N.A.	—	13,000	28.8	N.A.	—	N.A.	—
Fairmont	47,902	37.5	6,131	4.8	52,245	40.9	638	0.5	N.A.	—	2,555	2.0	N.A.	—	N.A.	—
L-M Division	65,140	15.4	11,829	2.8	150,056	35.5	20,201	4.8	N.A.	—	109,130	25.8	31,094	7.3	6,958	1.6
LN7	1,016	8.8	208	1.8	3,958	34.3	335	2.9	N.A.	—	4,743	41.1	N.A.	—	N.A.	—
Lynx	36,841	36.8	7,208	7.2	22,926	22.0	800	0.8	N.A.	—	7,909	7.9	N.A.	—	N.A.	—
Capri	3,939	10.9	759	2.1	7,082	19.6	614	1.7	N.A.	—	20,524	56.8	N.A.	—	N.A.	—
Zephyr	9,733	24.9	2,267	5.8	22,986	58.8	273	0.7	N.A.	—	1,876	4.8	N.A.	—	N.A.	—
Cougar	11,903	20.9	1,253	2.2	34,227	60.1	911	1.6	N.A.	—	6,606	11.6	N.A.	—	N.A.	—
XR-7	860	5.1	134	0.8	7,809	46.3	1,113	6.6	N.A.	—	6,022	35.7	N.A.	—	N.A.	—
Mercury	848	1.1	N.A.	—	35,415	45.9	7,947	10.3	N.A.	—	N.A.	—	31,094	40.3	N.A.	—
Continental	N.A.	—	N.A.	—	3,227	13.5	2,032	8.5	N.A.	—	18,648	78.0	N.A.	—	N.A.	—
Lincoln	N.A.	—	N.A.	—	9,608	27.4	3,121	8.9	N.A.	—	22,339	63.7	N.A.	—	2,455	7.0
Mark VI	N.A.	—	N.A.	—	2,818	10.7	3,055	11.6	N.A.	—	20,463	77.7	N.A.	—	4,503	17.1
GENERAL MOTORS	772,834	22.5	255,924	7.2	1,275,352	36.1	106,591	3.0	12,681	0.4	705,657	20.0	46,411	1.3	10,927	0.3
Buick Division	88,817	12.0	29,500	4.0	385,415	52.1	25,478	3.4	2,104	0.3	170,197	23.0	6,437	0.9	3,610	0.5
Skylark	33,745	23.3	8,732	6.2	85,319	59.0	946	0.7	N.A.	—	12,373	8.6	N.A.	—	N.A.	—
Skyhawk	11,603	24.2	1,868	3.9	28,694	59.9	166	0.4	N.A.	—	4,559	9.5	N.A.	—	N.A.	—
Century	12,362	12.0	3,605	3.5	54,883	53.3	1,075	1.0	N.A.	—	20,783	20.4	N.A.	—	784*	0.8
Regal	24,881	11.0	12,813	5.7	126,070	55.9	5,107	2.3	N.A.	—	45,283	20.1	N.A.	—	756	0.3
Buick	6,226	3.6	2,482	1.4	75,879	43.3	15,476	8.8	1,343	0.8	64,109	36.6	3,879	2.2	2,070	1.2
Riviera	N.A.	—	N.A.	—	14,570	33.1	2,708	6.1	761	1.7	23,010	52.2	2,558	5.8	N.A.	—
Cadillac Division	N.A.	—	N.A.	—	77,803	33.0	14,433	16.1	9,270	3.9	109,642	46.5	22,901	9.7	N.A.	—
Cimarron	N.A.	—	N.A.	—	11,999	46.2	N.A.	—	N.A.	—	13,851	53.3	N.A.	—	N.A.	—
Seville	N.A.	—	N.A.	—	4,117	20.5	918	4.5	847	4.2	10,584	52.9	3,306	16.5	N.A.	—
Eldorado	N.A.	—	N.A.	—	11,463	22.0	2,782	5.3	2,093	4.0	29,066	55.8	6,523	12.5	N.A.	—
Cadillac	N.A.	—	N.A.	—	50,224	36.5	10,733	7.8	6,330	4.6	56,141	40.8	13,072	9.5	N.A.	—
Chevrolet Division	472,725	36.4	180,039	13.9	324,625	25.0	19,193	1.5	N.A.	—	161,806	12.9	1,987	0.2	N.A.	—
Chevette	155,816	64.0	44,067	18.1	14,608	6.0	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Cavalier	88,541	45.4	30,814	15.8	46,611	23.9	2,145	1.1	N.A.	—	17,942	9.2	N.A.	—	N.A.	—
Celebrity	16,541	17.9	31,021	33.6	33,217	36.0	689	0.7	N.A.	—	7,009	7.6	N.A.	—	N.A.	—
Camaro	20,384	11.4	10,371	5.8	49,709	27.8	3,397	1.9	N.A.	—	71,523	40.0	N.A.	—	N.A.	—
Citation	95,861	57.9	21,193	12.8	34,059	20.6	N.A.	—	N.A.	—	5,689	3.4	N.A.	—	N.A.	—
Malibu	40,363	34.8	15,238	13.1	36,970	31.8	774	0.7	N.A.	—	6,159	5.3	N.A.	—	N.A.	—
Monte Carlo	16,604	18.0	6,724	7.3	37,062	42.3	3,892	4.2	N.A.	—	12,445	13.5	N.A.	—	N.A.	—
Chevrolet	38,615	20.5	20,153	10.7	70,856	37.7	7,373	3.9	N.A.	—	26,684	14.2	N.A.	—	N.A.	—
Corvette	N.A.	—	458	1.8	1,533	6.0	923	3.6	N.A.	—	20,355	80.1	1,987	7.8	N.A.	—
Oldsmobile Division	60,507	8.6	17,125	2.4	253,933	36.2	22,009	3.1	1,307	0.2	154,419	22.0	4,001	0.6	7,317	1.0
Omega	21,348	27.6	4,610	6.0	41,387	53.4	N.A.	—	N.A.	—	8,064	10.4	N.A.	—	N.A.	—
Firenza	9,945	33.0	1,469	4.9	13,689	.45.5	139	46.0	N.A.	—	3,997	13.3	N.A.	—	N.A.	—
Cutlass/Supreme	13,409	6.9	5,830	3.0	112,715	57.7	4,858	2.5	N.A.	—	4,664	2.4	N.A.	—	N.A.	—
Cutlass/Ciera	9,785	9.7	2,642	2.6	62,341	61.5	1,173	1.2	N.A.	—	22,186	22.0	N.A.	—	732	0.7
Oldsmobile	6,020	2.3	2,574	1.0	13,011	49.1	13,532	2.1	1,307	0.5	94,955	35.9	4,001	1.5	4,316	1.6
Toronado	N.A.	—	N.A.	—	10,784	31.8	2,307	6.8	N.A.	—	20,553	60.6	N.A.	—	2,269	6.7
Pontiac Division	170,785	30.7	29,260	5.2	233,576	42.0	N.A.	—	N.A.	—	103,593	18.6	N.A.	—	N.A.	—
J-2000	50,991	42.9	10,222	8.6	41,601	35.0	N.A.	—	N.A.	—	11,767	9.9	N.A.	—	N.A.	—
T1000	26,415	59.4	5,203	11.7	4,803	10.8	N.A.	—	N.A.	—	N.A.	—	N.A.	—	N.A.	—
Firebird	4,972	4.3	2,290	2.0	45,697	39.3	N.A.	—	N.A.	—	51,891	44.6	N.A.	—	N.A.	—
Phoenix	16,108	32.8	3,536	7.2	23,636	48.1	N.A.	—	N.A.	—	3,579	7.3	N.A.	—	N.A.	—
Grand Prix	6,371	7.9	2,016	2.5	43,551	54.0	N.A.	—	N.A.	—	18,791	23.3	N.A.	—	N.A.	—
Bonneville/LeMans	9,894	12.3	4,504	5.6	46,494	57.8	N.A.	—	N.A.	—	13,031	16.2	N.A.	—	N.A.	—
6000	5,043	12.5	1,489	3.7	27,794	68.7	N.A.	—	N.A.	—	4,534	11.2	N.A.	—	N.A	—
VOLKSWAGEN	N.A.	—	17,863	17.4	7,597	7.4	N.A.	—	N.A.	—	5,133	5.0	N.A.	—	N.A.	—
Total Cars, U. S.	1,279,176	22.4	716,682	12.5	2,018,153	35.3	145,032	2.5	12,681	0.2	951,332	16.7	77,505	1.4	25,758	0.5

*—Includes total CB installation.

Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Ford's standard-sized Ford, EXP, and LN7.

Figures are based on production of 5,712,297 U. S. models during 1982 model year, including 70,898 American Motors cars; 724,548 Chrysler Corp. cars; 1,308,516 Ford Motor cars; 3,505,671 General Motors cars and 102,664 Volkswagen cars.

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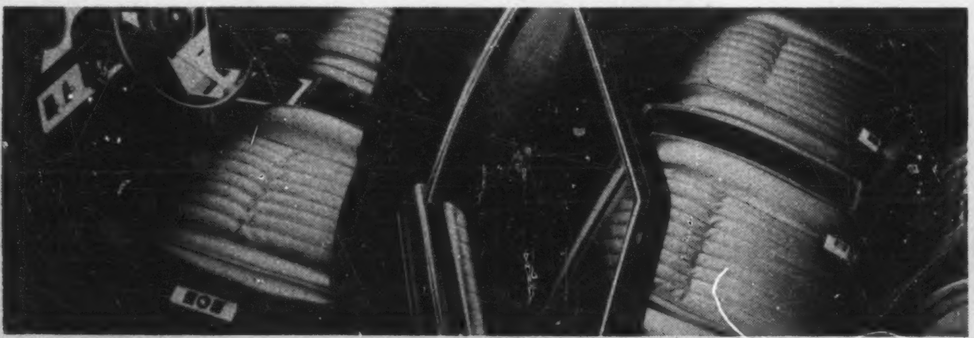
SEAT OPTIONS ON 1982 U. S. MODELS

	Bucket Seats	Percent of Output	Split Seats	Percent of Output	Bench Seats	Percent of Output	Power Seats	Percent of Output	Reclining Seats	Percent of Output
AMERICAN MOTORS	31,145	43.93	5,307	7.49	....	....	2,180	3.07	34,446	48.59
Spirit	20,182	100.00	....	....	....	....	....	....	....	....
Concord	....	....	5,222	15.50	....	....	1,482	4.40	28,471	84.50
Eagle	10,963	64.40	925	0.50	....	....	698	4.10	5,975	35.10
CHRYSLER CORP.	328,850	45.39	79,063	10.91	435,201	60.07	96,181	13.27	231,786	31.99
C-P Total	166,150	25.90	71,734	16.00	282,269	62.95	85,671	19.11	180,142	40.17
Horizon	42,678	100.00	N.A.	....	N.A.	....	N.A.	....	20,742	48.60
TC3	42,678	100.00	N.A.	....	N.A.	....	N.A.	....	21,979	51.50
Reliant	22,111	13.60	N.A.	....	140.469	86.40	2,764	1.70	22,111	13.60
Gran Fury	N.A.	....	1,368	7.30	18,746	100.00	N.A.	....	1,368	7.30
Imperial	N.A.	....	2,717	100.00	2,717	100.00	2,717	100.00	2,717	100.00
Cordoba	8,061	42.10	11,086	57.90	11,086	57.90	8,425	44.00	4,040	21.10
LeBaron	50,622	49.00	N.A.	....	52,688	51.00	18,596	18.00	50,622	49.00
New Yorker	N.A.	....	56,563	100.00	56,563	100.00	53,169	94.00	56,563	100.00
Dodge Total	162,700	58.92	7,329	2.65	152,932	55.38	10,510	3.81	51,644	18.70
024	45,581	100.00	N.A.	....	N.A.	....	N.A.	....	3,464	7.60
Omni	82,003	100.00	N.A.	....	N.A.	....	N.A.	....	4,006	11.00
Aries	15,377	12.30	N.A.	....	109,639	87.70	2,500	2.00	15,377	12.30
Diplomat	N.A.	....	4,648	17.70	26,258	100.00	1,234	4.70	4,700	17.90
Dodge 400	13,908	40.50	N.A.	....	14,354	41.80	4,086	11.90	19,952	58.10
Mirada	5,831	68.50	2,681	31.50	2,681	31.50	2,690	31.60	4,145	48.70
FORD MOTOR	661,287	50.54	388,082	29.66	260,327	19.89	228,870	17.49	986,108	75.36
Ford Division	500,383	56.52	184,952	20.90	200,015	22.59	73,997	8.36	648,446	73.24
Escort	318,418	100.00	N.A.	....	N.A.	....	N.A.	....	318,418	44.90
EXP	22,650	100.00	N.A.	....	N.A.	....	N.A.	....	22,650	100.00
Must./Must. II	130,418	100.00	N.A.	....	N.A.	....	N.A.	....	130,418	100.00
Granada	5,174	4.30	71,352	59.30	43,798	36.40	5,655	4.70	71,352	59.30
T-Bird	858	1.90	38,551	85.40	5,733	12.70	19,546	43.30	38,642	85.60
Ford	N.A.	....	66,363	55.00	54,297	45.00	47,902	39.70	66,966	55.50
Fairmont	22,865	17.90	8,686	6.80	96,187	75.30	894	0.70	N.A.	....
L-M Division	160,904	38.02	203,130	48.00	60,312	14.25	154,873	36.60	337,662	79.79
LN7	11,540	100.00	N.A.	....	N.A.	....	N.A.	....	11,540	100.00
Lynx	100,113	100.00	N.A.	....	N.A.	....	N.A.	....	100,113	100.00
Capri	36,134	100.00	N.A.	....	N.A.	....	N.A.	....	36,134	100.00
Zephyr	11,532	29.50	N.A.	....	27,560	70.50	430	1.10	N.A.	....
Cougar	N.A.	....	35,309	62.00	21,641	38.00	6,265	11.00	29,329	51.50
XR-7	1,585	9.40	16,462	97.60	N.A.	....	9,024	53.50	16,867	100.00
Mercury	N.A.	....	66,046	85.60	11,111	14.40	62,574	81.10	66,046	85.60
Continental	N.A.	....	23,908	100.00	N.A.	....	23,908	100.00	23,908	100.00
Lincoln	N.A.	....	35,069	100.00	N.A.	....	27,705	79.00	27,705	79.00
Mark VI	N.A.	....	26,336	100.00	N.A.	....	24,967	94.80	26,020	98.80
GENERAL MOTORS	1,278,536	36.47	1,486,272	42.40	752,200	21.46	1,042,952	29.75	1,396,125	39.82
Buick Division	199,068	26.90	532,576	71.97	....	....	268,122	36.23	186,468	25.20
Skylark	29,635	20.50	114,925	79.50	N.A.	....	8,818	6.10	34,405	23.80
Skyhawk	47,918	100.00	N.A.	....	N.A.	....	2,348	4.90	47,918	100.00
Century	67,751	65.80	35,214	34.20	N.A.	....	26,359	25.60	5,045	4.90
Regal	9,693	4.30	207,385	92.00	N.A.	....	61,539	27.30	24,796	11.00
Buick	N.A.	....	175,052	100.00	N.A.	....	124,987	71.40	50,065	28.60
Riviera	44,071	100.00	N.A.	....	N.A.	....	44,071	100.00	24,239	55.00
Cadillac Division	25,968	11.02	191,315	81.21	18,301	7.77	231,481	98.26	110,722	47.00
Cimarron	25,968	100.00	N.A.	....	N.A.	....	21,865	84.20	25,968	100.00
Seville	N.A.	....	19,998	100.00	N.A.	....	19,998	100.00	14,519	72.60
Eldorado	N.A.	....	52,018	100.00	N.A.	....	52,018	100.00	24,552	47.20
Cadillac	N.A.	....	119,299	86.70	18,301	13.30	137,600	100.00	45,683	33.20
Chevrolet Division	668,363	51.52	152,756	11.77	474,386	36.57	113,258	8.73	650,449	50.14
Chevette	243,463	100.00	N.A.	....	N.A.	....	N.A.	....	187,953	77.20
Cavalier	195,024	100.00	N.A.	....	N.A.	....	4,876	2.50	195,024	100.00
Celebrity	N.A.	....	26,771	29.00	64,620	70.00	4,985	5.40	7,754	8.40
Camaro	178,808	100.00	N.A.	....	N.A.	....	14,841	8.30	178,808	100.00
Citation	22,197	13.40	N.A.	....	143,450	86.60	N.A.	....	2,816	1.70
Malibu	1,394	1.20	18,580	16.00	95,223	82.00	N.A.	....	N.A.	....
Monte Carlo	N.A.	....	27,994	30.30	64,396	69.70	9,516	10.30	N.A.	....
Chevrolet	2,070	1.10	79,411	42.20	106,697	56.70	56,453	30.00	78,094	41.50
Corvette	25,407	100.00	N.A.	....	N.A.	....	22,587	88.90	N.A.	....
Oldsmobile Division	70,237	10.00	423,175	60.25	230,456	32.81	351,188	50.00	110,239	15.70
Omega	14,890	19.22	N.A.	....	64,230	82.91	3,292	4.25	4,834	6.24
Firenza	30,108	100.00	N.A.	....	N.A.	....	720	2.39	30,108	100.00
Cutlass/Supreme	21,358	10.99	100,764	51.85	72,216	37.16	43,512	22.39	21,552	11.09
Cutlass/Ciera	3,881	3.83	62,180	61.37	55,138	54.42	20,973	20.70	19,879	19.62
Oldsmobile	N.A.	....	226,303	85.34	38,875	14.66	248,763	93.81	5,913	2.23
Toronado	N.A.	....	33,928	100.00	N.A.	....	33,928	100.00	27,953	82.39
Pontiac Division	314,900	59.37	186,450	35.15	29,057	5.48	78,903	14.88	338,247	63.77
J-2000	118,859	100.00	N.A.	....	N.A.	....	2,734	2.30	118,859	100.00
T1000	44,469	100.00	N.A.	....	N.A.	....	N.A.	....	41,089	92.40
Firebird	116,364	100.00	N.A.	....	N.A.	....	18,153	15.60	116,364	100.00
Phoenix	9,391	19.10	10,718	21.80	29,057	59.10	1,131	2.30	4,228	8.60
Grand Prix	22,985	28.50	57,665	71.50	N.A.	....	24,114	29.90	32,179	39.90
Bonneville/LeMans	N.A.	....	80,440	100.00	N.A.	....	27,269	33.90	13,916	17.30
6000	2,832	7.00	37,627	93.00	N.A.	....	5,502	13.60	11,612	28.70
VOLKSWAGEN	102,664	100.00	N.A.	....	N.A.	....	N.A.	....	102,664	100.00
Total Cars, U. S.	2,402,482	42.06	1,958,724	34.29	1,447,728	25.34	1,370,183	23.99	2,751,129	48.16

Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included in some instances. Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Standard-size Ford, EXP and LN7.

Figures are based on production of 5,712,297 '82 models, including 3,505,671 GM cars, 1,308,516 Ford cars, 724,548 Chrysler models, 70,898 AMC and 102,664 Volkswagens.

GM's total includes 739,984 Buicks, 235,584 Cadillacs, 1,297,357 Chevrolets, 702,340 Oldsmobiles and 530,406 Pontiacs. Ford's total includes 885,350 Ford Division and 423,166 Lincoln-Mercury models. Chrysler's total includes 448,419 Chrysler-Plymouth and 276,129 Dodge cars.



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TRANSMISSION OPTIONS on 1982 U. S. Models

	Automatic Transmission	Percent of Output	4-Speed Manual	Percent of Output	5-Speed Manual	Percent of Output
AMERICAN MOTORS	55,057	77.7	8,047	11.3	7,794	11.0
Spirit	12,614	62.5	4,480	22.2	3,088	15.3
Concord	32,008	95.0	775	2.3	910	2.7
*Eagle	10,435	61.3	2,792	16.4	3,796	22.3
CHRYSLER CORP.	603,059	83.2	121,489	16.8	N.A.	......
C-P Total	386,484	86.2	61,935	13.8	N.A.	......
Horizon	22,705	53.2	19,973	46.8	N.A.	......
TC3	19,632	46.0	23,046	54.0	N.A.	......
Reliant	145,834	89.7	16,746	10.3	N.A.	......
Gran Fury	18,746	100.0	N.A.	......	N.A.	......
Imperial	2,717	100.0	N.A.	......	N.A.	......
Cordoba	19,147	100.0	N.A.	......	N.A.	......
LeBaron	101,140	97.9	2,170	2.1	N.A.	......
New Yorker	56,563	100.0	N.A.	......	N.A.	......
Dodge Total	216,575	78.4	59,554	21.6	N.A.	......
024	18,050	39.6	27,531	60.4	N.A.	......
Omni	21,015	57.7	15,407	42.3	N.A.	......
Aries	110,014	88.0	15,002	12.0	N.A.	......
Diplomat	26,258	100.0	N.A.	......	N.A.	......
Dodge 400	32,726	95.3	1,614	4.7	N.A.	......
Mirada	8,512	100.0	N.A.	......	N.A.	......
FORD MOTOR	954,617	72.9	343,712	26.3	10,187	0.8
Ford Division	612,518	69.2	265,789	30.0	7,043	0.8
Escort	131,188	41.2	187,230	58.8	N.A.	......
EXP	4,643	20.5	18,007	79.5	N.A.	......
Must./Must. II	66,513	51.0	56,862	43.6	7,043	5.4
Granada	120,062	99.8	241	0.2	N.A.	......
T-Bird	45,142	100.0	N.A.	......	N.A.	......
Ford	120,660	100.0	N.A.	......	N.A.	......
Fairmont	124,290	97.3	3,449	2.7	N.A.	......
L-M Division	342,099	80.8	77,923	18.4	3,144	0.8
LN7	2,885	25.0	8,655	75.0	N.A.	......
Lynx	45,451	45.4	54,662	54.6	N.A.	......
Capri	18,970	52.5	14,020	38.8	3,144	8.7
Zephyr	38,506	98.5	586	1.5	N.A.	......
Cougar	56,950	100.0	N.A.	......	N.A.	......
XR-7	16,867	100.0	N.A.	......	N.A.	......
Mercury	77,157	100.0	N.A.	......	N.A.	......
Continental	23,908	100.0	N.A.	......	N.A.	......
Lincoln	35,069	100.0	N.A.	......	N.A.	......
Mark VI	26,336	100.0	N.A.	......	N.A.	......
GENERAL MOTORS	3,179,615	90.7	314,833	9.0	11,223	0.3
Buick Division	727,020	98.2	12,964	1.7	N.A.	......
Skylark	139,934	96.8	4,626	3.2	N.A.	......
Skyhawk	39,580	82.6	8,338	17.4	N.A.	......
Century	102,965	100.0	N.A.	......	N.A.	......
Regal	225,418	100.0	N.A.	......	N.A.	......
Buick	175,052	100.0	N.A.	......	N.A.	......
Riviera	44,071	100.0	N.A.	......	N.A.	......
Cadillac Division	231,663	98.3	3,921	1.6	N.A.	......
Cimarron	22,047	84.9	3,921	15.1	N.A.	......
Seville	19,998	100.0	N.A.	......	N.A.	......
Eldorado	137,600	100.0	N.A.	......	N.A.	......
Cadillac	52,018	100.0	N.A.	......	N.A.	......
Chevrolet Division	1,068,962	82.4	217,439	16.8	10,956	0.8
Chevette	139,504	57.3	93,003	38.2	10,956	4.5
Cavalier	123,645	63.4	71,379	36.6	N.A.	......
Celebrity	92,314	100.0	N.A.	......	N.A.	......
Camaro	146,623	82.0	32,185	18.0	N.A.	......
Citation	144,775	87.4	20,872	12.6	N.A.	......
Malibu	116,125	100.0	N.A.	......	N.A.	......
Monte Carlo	92,391	100.0	N.A.	......	N.A.	......
Chevrolet	188,178	100.0	N.A.	......	N.A.	......
Corvette	25,407	100.0	N.A.	......	N.A.	......
Oldsmobile Division	693,400	98.7	8,940	1.3	N.A.	......
Omega	74,370	96.0	3,099	4.0	N.A.	......
Firenza	24,267	80.6	5,841	19.4	N.A.	......
Cutlass/Supreme	194,337	100.0	N.A.	......	N.A.	......
Cutlass/Ciera	101,320	100.0	N.A.	......	N.A.	......
Oldsmobile	265,178	100.0	N.A.	......	N.A.	......
Toronado	33,928	100.0	N.A.	......	N.A.	......
Pontiac Division	458,570	86.4	71,569	13.5	267	0.1
J-2000	88,550	74.5	30,309	25.5	N.A.	......
T1000	27,526	61.9	16,676	37.5	267	0.6
Firebird	95,418	82.0	20,946	18.0	N.A.	......
Phoenix	45,527	92.6	3,638	7.4	N.A.	......
Grand Prix	80,650	100.0	N.A.	......	N.A.	......
Bonneville/LeMans	60,440	100.0	N.A.	......	N.A.	......
6000	40,459	100.0	N.A.	......	N.A.	......
VOLKSWAGEN	10,882	10.6	53,489	52.1	38,293	37.3
Total Cars, U. S.	4,803,230	84.1	841,570	14.7	67,497	1.2

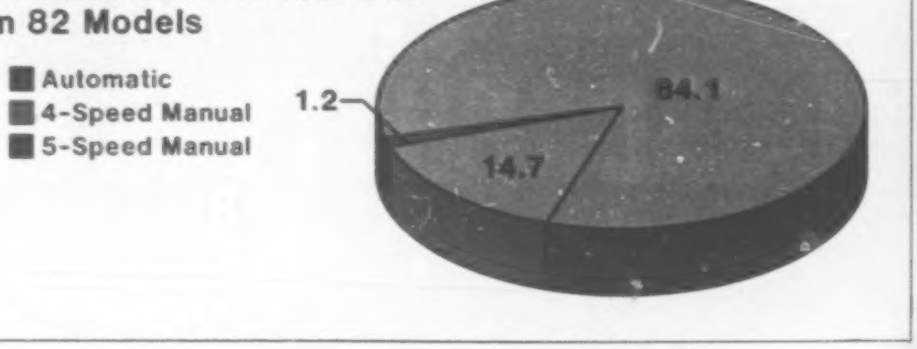
Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Ford's standard-sized Ford, EXP, and LN7.

Figures are based on production of 5,712,297 U. S. models during 1982 model year, including 70,896 American Motors car; 724,548 Chrysler Corp. cars; 1,308,516 Ford Motor cars; 3,505,671 General Motors cars and 102,664 Volkswagen cars.

* Eagle includes Eagle SX-4.

Transmission Installations on 82 Models



STEERING WHEEL, ELECTRONIC OPTIONS ON 1982 U. S. MODELS

	Digital Clocks	Percent of Output	Electronic Instrument Panel	Percent of Output	Tilt Wheel	Percent Output	Tilt and Telescope	Percent of Output
AMERICAN MOTORS	50,794	71.6	0	0	23,130	[illegible]	0	0
Spirit	12,432	61.6	0	0	3,875	19.2	0	0
Concord	28,336	84.1	0	0	11,152	33.1	0	0
Eagle/SX4	10,026	58.9	0	0	8,103	47.6	0	0
CHRYSLER CORP.	412,277	56.9	2,717	0.3	223,581	30.8	0	0
C-P Total	287,341	64.1	2,717	0.6	146,644	32.7	0	0
Horizon	0	0	0	0	0	0	0	0
TC3	0	0	0	0	0	0	0	0
Reliant	106,002	65.2	0	0	18,371	11.3	0	0
Gran Fury	2,474	13.2	0	0	4,349	23.2	0	0
Imperial	2,717	100.0	2,717	100.0	2,717	100.0	0	0
Cordoba	16,275	85.0	0	0	12,522	65.4	0	0
LeBaron	103,310	100.0	0	0	103,310	52.4	0	0
New Yorker	56,563	100.0	0	0	5,375	95.0	0	0
Dodge Total	124,936	45.2	0	0	76,937	27.9	0	0
024	0	0	0	0	0	0	0	0
Omni	0	0	0	0	0	0	0	0
Aries	79,760	63.8	0	0	14,877	11.9	0	0
Diplomat	6,197	23.6	0	0	41,755	33.4	0	0
Dodge 400	34,340	100.0	0	0	15,487	45.1	0	0
Mirada	4,639	54.5	0	0	4,818	56.6	0	0
FORD MOTOR	387,019	29.6	72,154	5.5	474,014	36.2	0	0
Ford Division	182,973	20.7	7,358	0.8	245,158	27.7	0	0
Escort	50,310	15.8	0	0	0	0	0	0
EXP	21,019	92.8	0	0	0	0	0	0
Must./Must. II	41,603	31.9	0	0	26,214	20.1	0	0
Granada	120	0.1	0	0	89,280	74.2	0	0
T-Bird	20,224	44.8	7,358	16.3	34,985	77.5	0	0
Ford LTD	47,781	39.6	0	0	71,431	59.2	0	0
Fairmont	1,916	1.5	0	0	23,248	18.2	0	0
L-M Division	204,046	48.2	64,796	15.3	228,856	54.1	0	0
LN7	11,540	100.0	0	0	0	0	0	0
Lynx	17,620	17.6	0	0	0	0	0	0
Capri	36,134	100.0	0	0	8,853	24.5	0	0
Zephyr	10,789	27.6	0	0	8,952	22.9	0	0
Cougar	33,202	58.3	0	0	42,769	75.1	0	0
XR-7	7,826	46.4	2,581	15.3	12,566	74.5	0	0
Mercury	30,940	40.1	12,962	16.8	71,139	92.2	0	0
Continental	23,908	100.0	23,908	100.0	23,908	100.0	0	0
Lincoln	5,751	16.4	5,751	16.4	34,333	97.7	0	0
Mark VI	26,336	100.0	19,594	74.4	26,336	100.0	0	0
GENERAL MOTORS	1,110,970	31.7	33,731	1.0	1,913,336	54.6	255,796	7.3
Buick Division	63,440	8.6	0	0	543,205	73.4	14,379	1.9
Skylark	3,903	2.7	0	0	80,809	55.3	0	0
Skyhawk	0	0	0	0	24,246	50.6	0	0
Century	1,750	1.7	0	0	75,576	73.4	0	0
Regal	6,537	2.9	0	0	175,826	78.0	0	0
Buick	50,765	29.0	0	0	147,569	84.3	10,853	6.2
Riviera	485	1.1	0	0	39,179	88.9	3,526	8.0
Cadillac Division	235,564	100.0	33,731	14.3	24,020	10.2	200,157	85.0
Cimarron	25,968	100.0	0	0	24,020	92.5	0	0
Seville	19,998	100.0	9,699	48.5	0	0	19,578	97.9
Eldorado	52,018	100.0	24,032	46.2	0	0	50,822	97.7
Cadillac	137,600	100.0	0	0	0	0	129,757	94.3
Chevrolet Division	374,442	28.9	0	0	540,176	41.6	25,407	2.0
Chevette	0	0	0	0	22,642	9.3	0	0
Cavalier	185,858	95.3	0	0	71,964	36.9	0	0
Celebrity	32,864	35.6	0	0	48,372	52.4	0	0
Camaro	79,569	44.5	0	0	126,238	70.6	0	0
Citation	0	0	0	0	41,909	25.3	0	0
Malibu	0	0	0	0	47,263	40.7	0	0
Monte Carlo	0	0	0	0	60,978	6.60	0	0
Chevrolet	52,878	28.1	0	0	120,810	64.2	0	0
Corvette	23,273	91.6	0	0	0	0	25,407	100.0
Oldsmobile Division	182,615	26.0	0	0	510,250	72.6	15,853	2.2
Omega	19,967	25.8	0	0	32,460	41.9	0	0
Firenza	0	0	0	0	13,458	44.7	0	0
Cutlass/Supreme	83,176	42.8	0	0	136,230	70.1	0	0
Cutlass/Ciera	709	0.7	0	0	69,303	68.4	0	0
Oldsmobile	44,815	16.9	0	0	224,871	84.8	11,137	4.2
Toronado	33,928	100.0	0	0	33,928	100.0	4,716	13.9
Pontiac Division	254,889	48.0	0	0	295,685	55.7	0	0
J2000	114,560	96.4	0	0	36,014	30.3	0	0
T1000	0	0	0	0	4,358	9.8	0	0
Firebird	100,073	86.0	0	0	85,760	73.7	0	0
Phoenix	0	0	0	0	20,059	40.8	0	0
Grand Prix	2,339	2.9	0	0	64,036	79.4	0	0
Bonneville/LeMans	2,091	2.8	0	0	59,686	74.2	0	0
6000	35,806	88.5	0	0	25,772	63.7	0	0
VOLKSWAGEN	0	0	0	0	0	0	0	0
Total Cars	1,951,060	34.3	108,602	1.9	2,634,061	46.1	255,796	4.5

Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Ford's standard-sized Ford, EXP, and LN7.

Figures are based on production of 5,712,297 U. S. models during 1982 model year, including 70,896 American Motors cars; 724,548 Chrysler Corp. cars; 1,308,516 Ford Motor cars; 3,505,671 General Motors cars and 102,664 Volkswagen cars.

OPTIONS/EQUIPMENT

AIR CONDITIONING INSTALLATIONS

1982 VS. 1981 MODEL YEAR

	1982 Model Year			1981 Model Year		
	Unit Total	Percent of Output	Pct. of '82 Air Conditioner Installations	Unit Total	Percent of Output	Pct. of '81 Air Conditioner Installation
AMERICAN MOTORS	42,786	60.35	0.93	73,184	53.37	1.42
Spirit	8,880	44.00	0.19	16,566	37.10	0.32
Concord	26,314	78.10	0.57	40,208	73.00	0.78
Eagle	7,592	44.60	0.17	16,410	43.84	0.32
CHRYSLER CORP.	506,052	69.84	11.04	427,736	58.31	8.25
C-P Total	331,501	45.75	7.23	256,901	60.95	4.96
Horizon	15,834	37.10	0.35	53,117	38.00	1.02
TC3	13,444	31.50	0.29	......	......	......
Reliant	113,969	70.10	2.49	131,653	64.30	2.54
Gran Fury	16,665	88.90	0.36	7,328	94.60	0.14
Imperial	2,717	100.00	0.06	......	......	......
Cordoba	18,400	96.10	0.40	19,176	94.50	0.37
LeBaron	93,9[illegible]	90.90	2.05	35,153	91.60	0.68
New Yorker	56,5[illegible]	100.00	1.23	10,474	99.00	0.21
Dodge Total	174,551	63.21	3.81	170,835	54.76	3.29
024	15,224	33.40	0.33	......	......	......
Omni	13,403	36.80	0.29	39,741	34.60	0.77
Aries	84,761	67.80	1.85	97,177	61.40	1.87
Diplomat	24,289	92.50	0.53	17,803	83.00	0.34
Dodge 400	28,949	84.30	0.63	......	......	......
Mirada	7,925	93.10	0.18	10,828	91.00	0.21
FORD MOTOR	970,487	74.17	21.16	1,071,117	71.22	20.65
Ford Division	617,357	69.73	13.46	685,116	67.04	13.21
Escort	137,238	43.10	3.00	150,100	46.80	2.89
EXP	12,548	55.40	0.27	42,214	58.90	0.82
Must./Must. II	86,728	66.50	1.89	104,973	57.50	2.02
Granada	110,577	91.90	2.41	106,537	87.80	2.05
T-Bird	44,194	97.90	0.9[illegible]	83,832	96.70	1.62
Ford	118,005	97.80	2.57	76,196	97.50	1.47
Fairmont	108,067	84.60	2.36	121,264	75.40	2.34
L-M Division	353,130	63.45	7.70	386,001	80.06	7.44
LN7	7,986	69.20	0.17	14,392	65.40	0.28
Lynx	49,756	49.70	1.09	59,908	53.30	1.16
Capri	25,800	71.40	0.56	37,666	63.90	0.73
Zephyr	35,691	91.30	0.78	57,198	86.00	1.10
Cougar	55,071	96.70	1.20	49,575	92.40	0.96
XR-7	16,665	98.80	0.36	36,157	97.00	0.70
Mercury	76,848	99.60	1.68	61,268	99.40	1.18
Continental	23,908	100.00	0.52	......	......	......
Lincoln	35,069	100.00	0.77	32,839	100.00	0.63
Mark VI	26,336	100.00	0.57	36,698	100.00	0.70
GENERAL MOTORS	3,018,871	86.11	65.83	3,527,806	83.91	68.01
Buick Division	703,523	95.07	15.34	791,893	92.40	15.27
Skylark	129,526	89.60	2.82	218,303	83.80	4.21
Skyhawk	37,184	77.60	0.82	......	......	......
Century	98,332	95.50	2.14	136,159	94.40	2.63
Regal	220,233	97.70	4.80	229,730	95.60	4.43
Buick	174,177	99.50	3.80	155,694	98.42	3.00
Riviera	44,071	100.00	0.96	52,007	100.00	1.00
Cadillac Division	235,584	100.00	5.14	252,256	100.00	4.86
Cimarron	25,968	100.00	0.57	14,048	100.00	0.27
Seville	19,998	100.00	0.44	28,606	100.00	0.55
Eldorado	52,018	100.00	1.13	60,557	100.00	1.17
Cadillac	137,600	100.00	3.00	149,045	100.00	2.87
Chevrolet Division	970,013	74.77	21.15	1,162,319	69.47	22.41
Chevette	94,464	38.80	2.06	182,500	40.20	3.52
Cavalier	124,620	63.90	2.72	38,882	59.70	0.75
Celebrity	80,959	87.70	1.77	......	......	......
Camaro	150,378	84.10	3.28	96,118	76.20	1.85
Citation	121,751	73.50	2.66	279,440	67.60	5.39
Malibu	103,235	88.90	2.25	194,534	85.80	3.76
Monte Carlo	86,478	93.60	1.88	147,064	93.60	2.84
Chevrolet	182,721	97.10	3.98	178,150	96.30	3.43
Corvette	25,407	100.00	0.55	45,631	100.00	0.87
Oldsmobile Division	672,058	95.69	14.66	894,120	95.05	17.23
Omega	65,957	85.14	1.44	116,877	79.00	2.25
Firenza	22,686	75.35	0.49	......	......	......
Cutlass/Supreme	191,092	98.33	4.17	470,709	100.00	9.07
Cutlass/Ciera	95,312	94.07	2.08	......	......	......
Oldsmobile	263,083	99.21	5.74	263,930	98.20	5.09
Toronado	33,928	100.00	0.74	42,604	100.00	0.82
Pontiac Division	437,693	82.52	9.54	427,218	88.81	8.24
J-2000	85,103	71.60	1.86	......	......	......
T1000	17,921	40.30	0.39	......	......	......
Firebird	102,051	87.70	2.23	59,517	83.90	1.15
Phoenix	39,332	80.00	0.86	94,634	74.00	1.82
Grand Prix	78,231	97.00	1.70	105,852	97.70	2.05
Bonneville/LeMans	76,740	95.40	1.67	65,832	91.50	1.27
6000	38,315	94.70	0.83	......	......	......
VOLKSWAGEN	47,431	46.20	1.04	86,933	48.40	1.67
Total Cars, U.S.	4,585,627	80.28	100.00	5,186,776	76.75	100.00

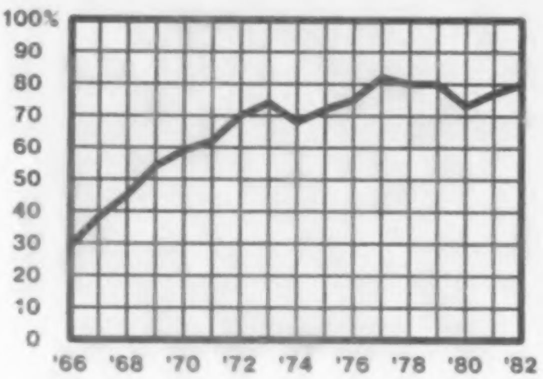
Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included in some instances. Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Standard-size Ford, EXP and LN7.

Figures are based on production of 5,712,297 '82 models, including 3,505,671 GM cars, 1,308,516 Ford cars, 724,548 Chrysler models, 70,898 AMC and 102,664 Volkswagens.

GM's total includes 739,984 Buicks, 235,584 Cadillacs, 1,297,357 Chevrolets, 702,340 Oldsmobiles and 530,406 Pontiacs. Ford's total includes 885,350 Ford Division and 423,166 Lincoln-Mercury models. Chrysler's total includes 448,419 Chrysler-Plymouth and 276,129 Dodge cars.

75
ELECTRONIC CLIMATE CONTROL
AUTO

Factory Installation of Air Conditioning



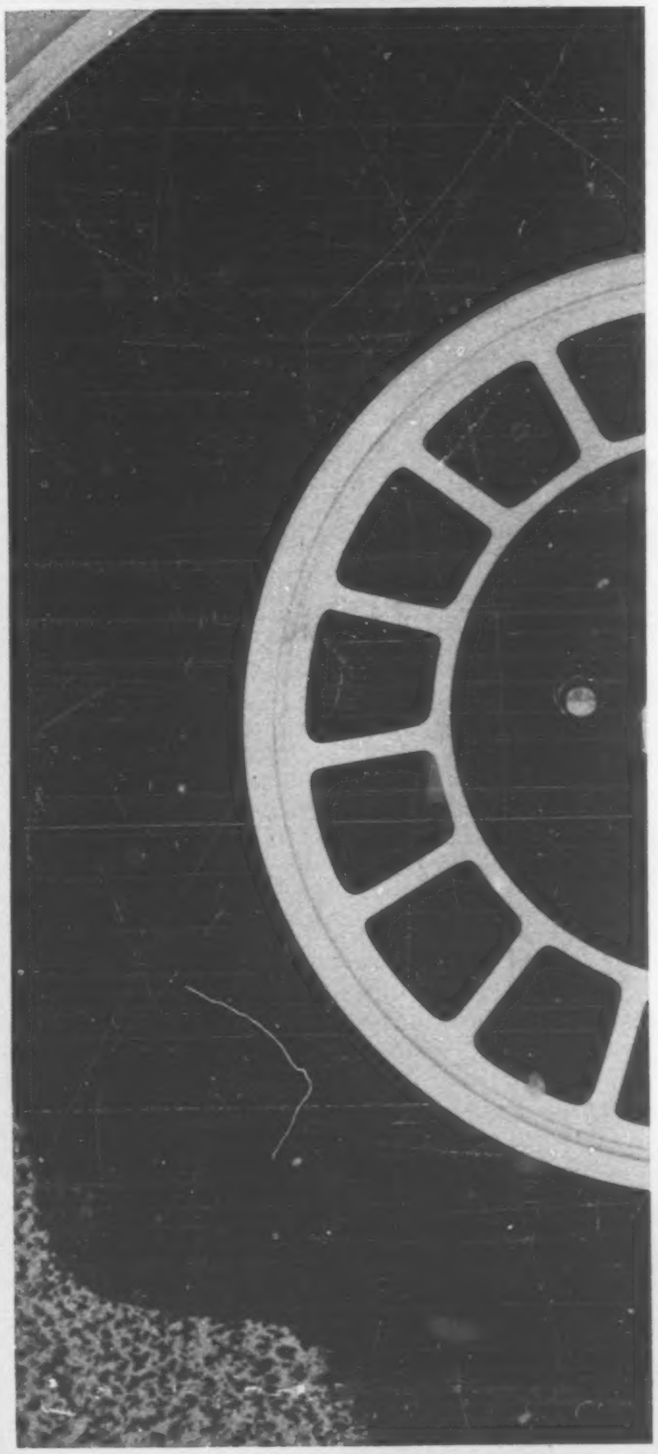
POWER EQUIPMENT OPTIONS ON 1982 U. S. MODELS

	Power Brakes	% of Output	Power Steering	% of Output	Power Side Windows	% of Output	Rear Window Defroster	% of Output
AMERICAN MOTORS	54,112	76.32	67,641	95.41	4,012	5.66	36,648	51.69
Spirit	8,618	42.70	17,498	86.70	242	1.20	9,808	48.60
Concord	28,471	84.50	33,120	98.30	2,527	7.50	15,128	44.90
Eagle	17,023	100.00	17,023	100.00	1,243	7.30	11,712	68.80
CHRYSLER CORP.	580,483	10.16	621,062	10.87	137,494	2.41	332,981	5.83
C-P Total	372,139	6.51	394,217	6.90	116,818	2.05	205,842	3.60
Horizon	14,126	33.10	21,339	50.00	NA	—	19,717	46.20
TC3	14,297	33.50	20,870	48.90	NA	—	20,272	47.50
Reliant	143,233	88.10	151,525	93.20	3,739	2.30	30,565	18.80
Gran Fury	18,746	100.00	18,746	100.00	2,606	13.90	11,548	61.60
Imperial	2,717	100.00	2,717	100.00	2,717	100.00	2,717	100.00
Cordoba	19,147	100.00	19,147	100.00	10,799	56.40	11,565	60.40
LeBaron	103,310	100.00	103,310	100.00	40,394	39.10	52,895	51.20
New Yorker	56,563	100.00	56,563	100.00	56,563	100.00	56,563	100.00
Dodge Total	208,344	3.65	226,845	3.97	20,676	0.36	127,139	2.23
024	17,321	38.00	23,748	52.10	NA	—	20,375	44.70
Omni	12,274	33.70	17,847	49.00	NA	—	15,589	42.80
Aries	109,639	87.70	116,140	92.90	3,125	2.50	56,632	45.30
Diplomat	26,258	100.00	26,258	100.00	3,230	12.30	14,967	57.00
Dodge 400	34,340	100.00	34,340	100.00	10,474	30.50	14,869	43.30
Mirada	8,512	100.00	8,512	100.00	3,847	45.20	4,707	55.30
FORD MOTOR	1,149,213	20.12	1,119,115	19.50	284,901	4.99	725,229	12.70
Ford Division	780,408	13.66	738,076	12.92	106,501	1.86	444,485	7.70
Escort	221,301	69.50	185,638	58.30	NA	—	21,954	38.30
EXP	22,650	100.00	16,195	71.50	NA	—	22,650	100.00
Mustang/Mustang II	122,593	94.00	123,897	95.00	10,825	8.30	67,557	51.80
Granada	120,323	100.00	120,062	99.80	12,393	10.30	65,215	54.20
Thunderbird	45,142	100.00	45,142	100.00	26,814	59.40	29,884	66.20
Ford	120,660	100.00	120,660	100.00	54,297	45.00	77,826	64.50
Fairmont	127,739	100.00	126,462	99.00	2,172	1.70	59,399	46.50
L-M Division	368,805	6.46	381,039	6.67	178,400	3.12	280,744	4.91
LN7	11,540	100.00	8,401	72.80	NA	—	11,540	100.00
Lynx	45,752	45.70	63,271	63.20	NA	—	42,948	42.90
Capri	36,134	100.00	34,183	94.60	2,674	7.40	24,860	68.80
Zephyr	39,092	100.00	38,897	99.50	1,095	2.80	22,009	56.30
Cougar	56,950	100.00	56,950	100.00	10,536	18.50	29,956	52.60
XR-7	16,867	100.00	16,867	100.00	11,115	65.90	10,238	60.70
Mercury	77,157	100.00	77,157	100.00	67,667	87.70	65,738	85.20
Continental	23,908	100.00	23,908	100.00	23,908	100.00	23,908	100.00
Lincoln	35,069	100.00	35,069	100.00	35,069	100.00	27,214	77.60
Mark VI	26,336	100.00	26,336	100.00	26,336	100.00	22,333	84.80
GENERAL MOTORS	3,249,807	56.89	3,215,475	56.29	1,280,231	22.41	1,985,845	37.76
Buick Division	739,984	12.95	738,834	12.93	334,459	5.86	419,441	7.34
Skylark	144,560	100.00	144,560	100.00	16,769	11.60	81,676	56.50
Skyhawk	47,918	100.00	46,768	97.60	4,408	9.20	26,642	55.60
Century	102,965	100.00	102,965	100.00	37,067	36.00	62,912	61.10
Regal	225,418	100.00	225,418	100.00	96,479	42.80	108,426	48.10
Buick	175,052	100.00	175,052	100.00	135,665	77.50	107,657	61.50
Riviera	44,071	100.00	44,071	100.00	44,071	100.00	32,128	72.90
Cadillac Division	235,584	4.12	235,584	4.12	232,208	4.07	181,412	3.18
Cimarron	25,968	100.00	25,968	100.00	22,592	87.00	25,968	100.00
Seville	19,998	100.00	19,998	100.00	19,998	100.00	17,758	88.80
Eldorado	52,018	100.00	52,018	100.00	52,018	100.00	40,678	78.20
Cadillac	137,600	100.00	137,600	100.00	137,600	100.00	97,008	70.50
Chevrolet Division	1,082,169	18.94	1,055,142	18.47	265,963	4.66	724,795	12.69
Chevette	38,711	15.90	32,137	13.20	NA	—	93,977	38.60
Cavalier	195,024	100.00	168,111	86.20	15,992	8.20	176,302	90.40
Celebrity	92,314	100.00	92,314	100.00	14,124	15.30	48,834	52.90
Camaro	178,808	100.00	178,808	100.00	80,106	44.80	110,503	61.80
Citation	155,211	93.70	161,671	97.60	5,466	3.30	78,185	47.20
Malibu	116,125	100.00	116,125	100.00	12,425	10.70	58,411	50.30
Monte Carlo	92,391	100.00	92,391	100.00	30,397	32.90	40,652	44.00
Chevrolet	188,178	100.00	188,178	100.00	82,046	43.60	94,277	50.10
Corvette	25,407	100.00	25,407	100.00	25,407	100.00	23,654	93.10
Oldsmobile Division	702,340	12.30	703.340	12.30	257,715	4.51	395,741	6.93
Omega	77,469	100.00	77,469	100.00	7,584	9.79	44,700	57.70
Firenza	30,108	100.00	30,108	100.00	1,921	6.38	16,379	54.40
Cutlass/Supreme	194,337	100.00	194,337	100.00	66,832	34.39	89,181	45.89
Cutlass/Ciera	101,320	100.00	101,320	100.00	36,181	35.71	60,711	59.92
Oldsmobile	265,178	100.00	265,178	100.00	111,269	41.96	157,807	59.51
Toronado	33,928	100.00	33,928	100.00	33,928	100.00	26,963	79.47
Pontiac Division	489,730	8.57	483,575	8.47	189,886	3.32	264,456	4.63
J2000	118,859	100.00	109,231	91.90	10,935	9.20	53,249	44.80
T1000	5,514	12.40	8,004	18.00	NA	—	18,810	42.30
Firebird	116,364	100.00	116,364	100.00	69,120	59.40	71,331	61.30
Phoenix	47,444	96.50	48,427	98.50	3,638	7.40	26,697	54.30
Grand Prix	80,650	100.00	80,650	100.00	50,326	62.40	34,760	43.10
Bonneville/LeMans	80,440	100.00	80,440	100.00	41,748	51.90	38,692	48.10
6000	40,459	100.00	40,459	100.00	14,120	34.90	20,917	51.70
VOLKSWAGEN	102,664	100.00	12,012	11.70	NA	—	89,626	87.30
Total Cars, U. S.	5,136,279	89.92	5,035,305	88.15	1,706,638	29.88	3,170,329	55.50

Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Ford's standard-sized Ford, EXP, and LN7.

Figures are based on production of 5,712,297 U. S. models during 1982 model year, including 70,898 American Motors cars; 724,548 Chrysler Corp. cars; 1,308,516 Ford Motor cars; 3,505,671 General Motors cars and 102,664 Volkswagen cars.



TIRE OPTIONS ON 1982 U. S. MODELS

	Steel Belted Radials	Percent of Output	Glass Belted Radials	Percent of Output	White Sidewalls	Percent of Output	Styled Deluxe Wheels	Percent of Output
AMERICAN MOTORS*	15,491	21.85	55,386	78.12	45,524	64.21	....	....
Spirit	827	4.10	19,355	95.90	13,300	65.90	....	....
Concord	5,593	16.60	14,181	83.30	23,551	69.90	....	....
Eagle	....	59.90	....	40.50	....	64.80	....	....
CHRYSLER CORP.	268,530	37.10	489,472	67.60	636,816	87.90	517,619	71.40
C-P Total	204,073	28.20	243,696	33.60	378,898	45.00	326,343	72.80
Horizon	1,494	3.10	41,184	96.90	26,119	65.30	20,784	48.50
TC3	9,218	4.50	33,460	13.70	28,039	7.00	21,936	21.60
Reliant	25,037	12.30	136,892	56.20	135,267	35.70	100,312	61.70
Gran Fury	469	2.50	18,278	97.50	8,736	46.60	1,574	8.40
Imperial	2,717	100.00	....	....	2,717	100.00	2,717	100.00
Cordoba	5,205	2.00	13,882	5.70	19,147	100.00	19,147	100.00
LeBaron	103,310	100.00	....	....	103,310	100.00	103,310	100.00
New Yorker	56,503	100.00	....	....	58,563	100.00	56,563	100.00
Dodge Total	64,457	24.00	240,796	49.20	257,918	93.40	191,776	69.30
024	1,773	38.90	27,851	61.10	37,012	81.20	28,807	63.20
Omni	2,542	1.30	79,461	96.90	53,548	65.30	39,771	48.50
Aries	20,878	3.90	103,638	82.90	109,014	87.20	77,010	61.60
Diplomat	1,392	2.20	24,866	94.70	15,492	59.00	2,836	10.80
Dodge 400	34,340	53.30	....	....	34,340	100.00	34,340	100.00
Mirada	3,532	5.50	4,980	58.50	8,512	100.00	8,512	100.00
FORD MOTOR	1,300,307	99.40	....	....	786,649	60.10	943,943	72.14
Ford Division	885,345	67.70	....	....	536,108	41.10	434,373	33.20
Escort	318,418	100.00	....	....	71,007	22.30	318,518	100.00
EXP	22,650	100.00	....	....	4,258	18.80	22,650	100.00
Mustang	130,418	100.00	....	....	95,205	73.00	40,168	30.80
Granada	120,323	100.00	....	....	110,336	91.70	7,219	6.60
T-Bird	45,142	100.00	....	....	45,142	100.00	27,085	6.00
Ford	120,660	100.00	....	....	101,837	84.40	10,256	8.50
Fairmont	127,739	100.00	....	....	108,323	84.80	14,435	11.30
L-M Division	461,982	100.00	....	....	324,277	76.60	69,239	16.70
LN7	11,540	100.00	....	....	8,517	73.80	5,285	45.80
Lynx	100,113	100.00	....	....	31,336	31.50	4,005	4.00
Capri	36,134	100.00	....	....	29,999	83.00	....	....
Zephyr	39,134	100.00	....	....	23,377	89.80	....	....
Cougar	56,950	100.00	....	....	54,957	96.50	....	....
XR-7	16,867	100.00	....	....	16,867	100.00	....	....
Mercury	77,157	100.00	....	....	76,771	99.50	....	....
Continental	23,908	100.00	....	....	23,908	100.00	23,908	100.00
Lincoln	35,009	100.00	....	....	35,009	100.00	16,236	46.30
Mark VI	26,336	100.00	....	....	26,336	100.00	19,805	75.20
GENERAL MOTORS	2,260,016	64.10	1,030,683	29.40	1,936,343	55.20	1,290,522	36.80
Buick Division	563,175	76.10	176,800	23.40	713,284	96.40	94,415	12.80
Skylark	34,261	23.70	110,299	76.30	136,031	94.10	4,047	2.80
Skyhawk	6,325	13.20	41,593	86.80	39,101	81.60	5,558	11.60
Century	80,311	78.00	22,654	22.00	98,227	95.40	7,413	7.20
Regal	223,162	99.00	2,254	1.00	220,809	98.40	43,730	19.40
Buick	175,045	100.00	....	....	175,045	100.00	31,508	18.00
Riviera	44,071	100.00	....	....	44,071	100.00	2,159	4.90
Cadillac Division	234,131	100.00	....	....	222,315	94.40	29,607	12.60
Cimarron	25,968	100.00	....	....	14,152	54.50	25,968	100.00
Seville	19,995	100.00	....	....	19,995	100.00	774	3.80
Eldorado	52,018	100.00	....	....	52,018	100.00	936	1.80
Cadillac	136,150	100.00	....	....	136,150	100.00	1,929	1.40
Chevrolet Division	683,723	52.70	478,217	36.90	....	....	483,551	37.30
Chevette	8,623	37.00	224,185	96.30	....	....	....	....
Cavalier	37,445	19.20	15,758	80.80	....	....	152,704	78.30
Celebrity	33,443	36.20	58,887	63.80	....	....	10,826	11.70
Camaro	178,808	91.00	17,023	9.00	....	....	178,359	94.00
Citation	43,868	26.50	121,799	73.50	....	....	65,577	39.60
Malibu	75,560	65.10	40,565	34.90	....	....	20,558	12.70
Monte Carlo	92,391	100.00	....	....	....	....	55,527	60.10
Chevrolet	188,178	100.00	....	....	....	....	....	....
Corvette	25,407	100.00	....	....	....	....	23,603	92.90
Oldsmobile Division	545,173	77.62	157,890	24.26	681,840	97.10	225,853	32.20
Omega	17,800	22.98	596,920	77.05	71,368	92.12	15,540	20.10
Firenza	4,810	15.98	25,998	86.35	24,423	81.12	12,319	40.92
Cutlass/Supreme	194,337	100.00	....	....	194,337	100.00	121,060	43.01
Cutlass/Ciera	29,120	28.74	72,200	76.26	96,002	94.75	35,787	35.30
Oldsmobile	265,178	100.00	....	....	261,782	98.72	7,219	2.72
Toronado	33,928	100.00	....	....	33,928	100.00	33,928	100.00
Pontiac Division	333,814	63.30	217,776	41.10	318,904	60.10	457,096	86.20
J-2000	37,444	31.50	81,430	68.50	54,174	45.60	113,062	95.00
T1000	2,268	5.10	42,201	94.90	17,298	38.90	311	.70
Firebird	94,037	80.80	22,342	19.20	18,214	15.70	102,793	88.50
Phoenix	20,072	40.80	29,095	59.20	41,976	85.40	45,206	91.90
Grand Prix	80,650	100.00	....	....	79,286	98.70	79,494	98.90
Bonneville/LeMans	58,884	73.10	21,629	26.90	78,293	97.20	80,444	100.00
6000	40,459	47.90	21,079	52.10	29,663	73.30	35,786	88.50
VOLKSWAGEN	102,664	100.00	....	....	3,593	3.40	2,567	2.50
Total Cars, U. S.	3,947,008	69.10	1,575,541	28.10	3,408,972	59.70	2,754,651	48.20

*Estimated

Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

Specific models include Chrysler's Gran Fury, Cordoba, New Yorker, Diplomat and Mirada; Ford's standard-sized Ford, EXP and LN7.

Figures are based on production of 5,712,297 U. S. models during 1982 model year, including 70,898 American Motors cars; 724,548 Chrysler Corp. cars; 1,308,516 Ford Motor cars; 3,505,671 General Motors cars and 102,664 Volkswagen cars.

DECORATIVE ROOF OPTIONS ON 1982 U. S. MODELS

	Vinyl Roofs	Percent of Output	Electric Slide Sunroofs	Percent of Output	Pop-up Sunroofs	Percent of Output	T-roof	Percent of Output
AMERICAN MOTORS	28,378	40.03	NA	—	2,041	2.88	NA	—
Spirit	NA	—	NA	—	648	3.21	NA	—
Concord	22,975	68.19	NA	—	337	1.00	NA	—
Eagle/SX4	5,403	31.74	NA	—	1,056	6.20	NA	—
CHRYSLER CORP.	213,496	29.47	2,881	0.40	11,699	1.62	1,438	0.20
C-P Total	170,078	37.93	2,828	0.63	6,033	1.35	536	0.12
Horizon	NA	—	NA	—	NA	—	NA	—
TC-3	NA	—	NA	—	3,627	8.50	NA	—
Reliant	15,445	9.50	NA	—	650	0.40	NA	—
Gran Fury	2,081	11.10	NA	—	NA	—	NA	—
Imperial	NA	—	NA	—	NA	—	NA	—
Cordoba	17,060	89.10	NA	—	NA	—	536	2.80
LeBaron	78,929	76.40	NA	—	1,756	1.70	NA	—
New Yorker	56,563	100.00	2,828	5.00	NA	—	NA	—
Dodge Total	43,418	15.72	53	0.02	5,666	2.05	902	0.33
024	NA	—	NA	—	4,376	9.60	NA	—
Omni	NA	—	NA	—	NA	—	NA	—
Aries	11,626	9.30	NA	—	500	0.40	NA	—
Diplomat	5,514	21.00	53	0.20	NA	—	NA	—
Dodge 400	21,222	61.80	NA	—	790	2.30	NA	—
Mirada	5,056	59.4	NA	—	NA	—	902	10.60
FORD MOTOR	273,258	20.88	7,859	0.60	59,870	4.58	18,945	1.45
Ford Division	135,130	15.26	NA	—	39,720	4.49	15,259	1.72
Escort	NA	—	NA	—	8,597	2.70	NA	—
EXP	NA	—	NA	—	8,358	36.90	NA	—
Must./Must II	2,869	2.20	NA	—	16,824	12.90	15,259	11.70
Granada	19,853	16.50	NA	—	602	0.50	NA	—
T-Bird	40,402	89.50	NA	—	3,295	7.30	NA	—
Ford	59,488	49.30	NA	—	NA	—	NA	—
Fairmont	12,518	9.80	NA	—	2,044	1.60	NA	—
L-M Division	138,128	32.64	7,859	1.86	20,150	4.76	3,686	0.87
LN7	NA	—	NA	—	5,216	45.20	NA	—
Lynx	NA	—	NA	—	3,904	3.90	NA	—
Capri	NA	—	NA	—	9,034	25.00	3,686	10.20
Zephyr	5,004	12.80	NA	—	743	1.90	NA	—
Cougar	7,688	13.50	NA	—	342	0.60	NA	—
XR-7	15,113	89.60	NA	—	911	5.40	NA	—
Mercury	60,877	78.90	NA	—	NA	—	NA	—
Continental	NA	—	1,339	5.60	NA	—	NA	—
Lincoln	23,110	65.90	1,753	5.00	NA	—	NA	—
Mark VI	26,336	100.00	4,767	18.10	NA	—	NA	—
GENERAL MOTORS	932,469	26.60	52,345	1.49	37,155	1.06	137,997	39.36
Buick Division	331,635	44.82	15,260	2.06	7,443	1.01	3,359	0.45
Skylark	22,580	15.62	NA	—	1,879	1.30	NA	—
Skyhawk	NA	—	NA	—	3,402	7.10	NA	—
Century	26,256	25.50	NA	—	2,162	2.10	NA	—
Regal	124,250	55.12	3,922	1.74	NA	—	3,359	1.49
Buick	124,689	71.23	3,939	2.25	NA	—	NA	—
Riviera	33,860	76,83	7,399	16.79	NA	—	NA	—
Cadillac Division	111,743	47.43	16,301	6.92	7,375	3.13	NA	—
Cimarron	NA	—	NA	—	7,375	28.40	NA	—
Seville	NA	—	2,960	14.80	NA	—	NA	—
Eldorado	24,917	47.90	7,699	14.80	NA	—	NA	—
Cadillac	86,826	63.10	5,642	4.10	NA	—	NA	—
Chevrolet Division	68,340	5.27	NA	—	12,567	0.97	81,473	6.28
Chevette	NA	—	NA	—	NA	—	NA	—
Cavalier	NA	—	NA	—	9,751	5.00	NA	—
Celebrity	9,785	10.60	NA	—	NA	—	NA	—
Camaro	NA	—	NA	—	NA	—	50,245	28.10
Citation	NA	—	NA	—	2,816	1.70	NA	—
Malibu	NA	—	NA	—	NA	—	NA	—
Monte Carlo	29,011	31.40	NA	—	NA	—	5,821	6.30
Chevrolet	29,544	15.70	NA	—	NA	—	NA	—
Corvette	NA	—	NA	—	NA	—	25,407	100.00
Oldsmobile Division	327,458	46.63	16,510	2.36	1,123	0.16	7,231	1.03
Omega	11,597	14.97	NA	—	1,123	1.45	NA	—
Firenza	NA	—	NA	—	NA	—	NA	—
Cutlass/Supreme	87,160	44.85	3,226	1.66	NA	—	4,820	2.48
Cutlass/Ciera	23,030	22.73	NA	—	NA	—	2,411	2.38
Oldsmobile	180,666	68.13	6,576	2.48	NA	—	NA	—
Toronado	25,005	73.70	6,708	19.77	NA	—	NA	—
Pontiac Division	93,293	17.58	4,274	0.81	8,647	1.63	45,934	8.66
J-2000	NA	—	NA	—	6,418	5.40	NA	—
T1000	NA	—	NA	—	NA	—	NA	—
Firebird	NA	—	NA	—	NA	—	40,611	34.90
Phoenix	3,373	6.86	NA	—	934	1.90	NA	—
Grand Prix	57,261	71.00	4,274	5.30	NA	—	5,323	6.60
Bonneville/LeMans	32,659	40.60	NA	—	NA	—	NA	—
6000	NA	—	NA	—	1,295	3.20	NA	—
VOLKSWAGEN	NA	—	NA	—	NA	—	NA	—
Total Cars, U. S.	1,447,601	25.34	63,085	1.11	110,765	1.94	158,380	2.77

Note: Figures are generally based on U. S. production. However, some Canadian-only sourced cars, or those where U. S. production does not give an accurate reading of the figures, are included.

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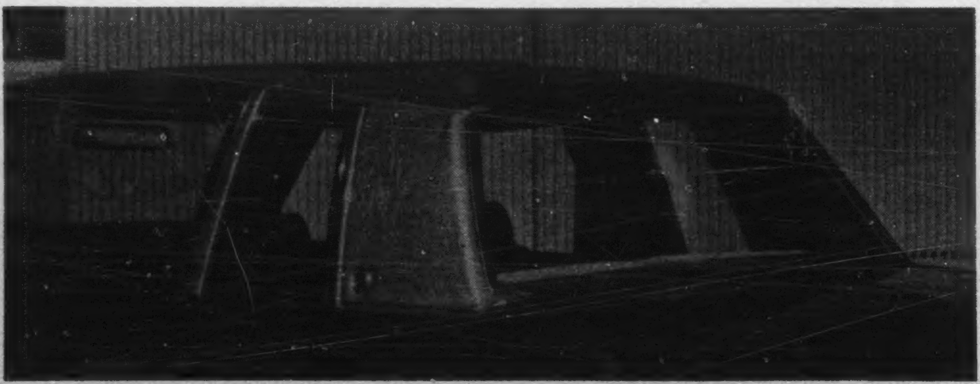
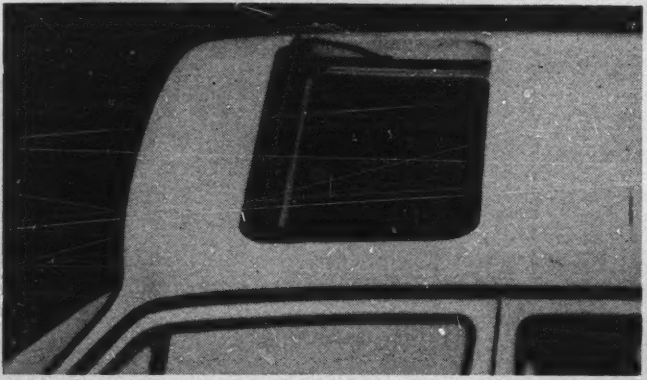




MANUFACTURERS

A continuing profit pinch, caused by a prolonged economic recession that put a cap on new-vehicle demand, continued to plague domestic auto companies in 1982. The book closed on Checker Motors Corp. which shut down its manufacturing operation in July; but it opened on two new nameplates: Assembly of Renault Alliance cars was launched by American Motors, while Honda of America Manufacturing Inc. began producing Accord models in the U.S.

BEST AVAILABLE COPY

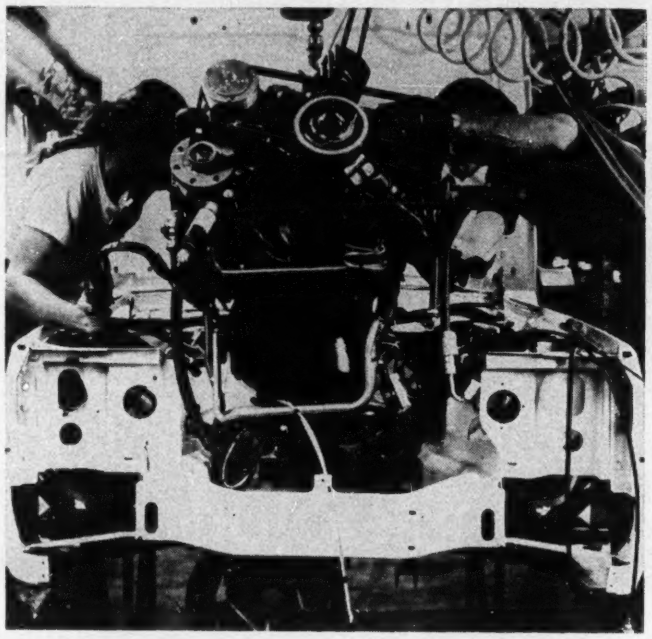
The time that tried the souls of domestic auto makers

The 1982 calendar year probably will be remembered as a year that promised much for U. S. motor vehicle manufacturers, but instead delivered a fourth year of lackluster sales.

The long-awaited sales recovery expected by the domestic motor vehicle industry and predicted by many respected economists didn't materialize during the first half of 1982, and domestic car sales hit a record low at the end of June equal to an annual selling rate of 4.8 million units.

But an upward trend began to signal its presence after midyear. It was painfully slow initially, gaining momentum in October and registering its arrival in the first two selling periods of November.

While there was strong feeling late in 1982 that the domestic motor vehicle industry's long period of depressed sales was slowly fading, there still were factors outside the direct control of vehicle manufacturers that dictated the strength of a recovery.



Because of these factors, which included complex issues impacting the worldwide economy, accurate future sales predictions were risky, at best, and open to constant revision as 1982 drew to a close.

One of the biggest factors was consumer spending attitudes. This spending hesitancy was consistent during 1982 despite the fact that consumers had high levels of personal savings and disposable income.

Record unemployment and concerns about future employment levels kept consumers cautious in their approach to buying throughout the year.

Despite the problems facing the economy and domestic car, truck and bus producers during 1982, there were optimistic signs, among them a new developing spirit of cooperation and the massive rebuilding effort undertaken by the domestic manufacturers.

The new spirit of cooperation, developed between the manufacturers and Washington and between the manufacturers and labor.

Together with the biggest and most complicated peacetime industrial revolution ever undertaken — the total rebuilding of the domestic vehicle industry — the developing spirit of cooperation put the industry and its workers on the cutting edge of the economic recovery.

Also seen in 1982 was a new attitude in Washington toward business, with significant steps being taken to break down the confrontational relationship that has existed for years. Auto makers hoped the effort would remove unnecessary and costly regulatory burdens which hamper manufacturing efforts and increase costs to consumers without providing additional benefits.

U. S. motor vehicle producers continued to invest in the future, despite posting record losses of $4.2 billion in 1980, $1.3 billion in 1981 and a small profit of $321 million in 1982. These performances were in stark contrast to $4.9 billion in after-tax profits reported in 1978, the record sales year that preceded, the auto industry's slide into recession.

In spite of these numbers, U. S. auto makers ended 1982 with a surge of optimism and determination. Domestic manufacturers were geared up with new products and renewed dedication to quality and manufacturing efficiency to capitalize on a market upswing.

There never has been a more drastic turnover in product design, style and function in any industry than in the automobile industry since the mid-'70s and into 1982.

There is no question that 1982 was a time that tried the souls of men and women in Detroit who live and die with 10-day sales reports. But the industry has always viewed problems as opportunities, and the revolutionary changes seen in 1982 were expected to help put domestic car and truck makers back in their accustomed role of world leaders.

Big Four sales total $110 billion in rough year

There is no arguing that 1982 was another rough year for auto makers. Continuing negative economic factors in the U. S. resulted in the worst auto industry sales in 19 years. Consequently, combined dollar sales of the four major U. S. auto companies — General Motors, Ford Motor Co., Chrysler Corp. and American Motors, slipped to $110.0 billion in 1982 from $113.5 billion in 1981.

There was a bright note, however. Although Ford and AMC continued to show financial losses, GM and Chrysler recorded profits, and combined results for the four companies showed a net profit of $321.5 million in 1982 compared to a loss of $1.3 billion in 1981.

Although GM's income from manufacturing operations was in the black, more than a third of the income was registered by accounting credits for currency exchange. If those credits and GM's long-term interest charges for the year are subtracted, the company's only money makers in 1982 were financing and insurance.

Tax credits and cost reductions — including labor reductions — also figured strongly in GM's 1982 net income of $962.7 million ($3.09 a share).

That compares favorably with $333.4 million ($1.07 a share) earned in 1981, but falls far short of GM's pre-recession earnings of $3.51 billion ($12.24 a share) in 1978.

GM's increased earnings in 1982 came despite a sales decrease. Last year's sales of $60.0 billion were down 4.3 percent from $62.6 billion in 1981. It was the third straight year of sales declines and the lowest total since 1977 when GM sales were $54.9 billion.

Worldwide factory sales for GM in 1982 were 6.24 million cars and trucks, down 7.7 percent from 1981, and the lowest since 1976 when GM sold 8.57 million vehicles.

GM manufacturing operations more than doubled their profits in 1982. Operating income rose from $392.1 million to $961.9 million, but interest expenses rose by 57 percent to $1.4 billion.

The $348.4 million realized from foreign exchange activity was 54 percent more than in 1981. Much of it was due to the strong value of the dollar and GM's accounting method: The corporation lost money: ($107 million) overseas, but was entitled to credits because the value of the foreign-currency debt declined compared to the dollar.

1982-1981 Financial Results

	Net Sales		Net Profit/Loss*		Profit/Loss Per Share	
	1982	1981	1982	1981	1982	1981
American Motors	$ 2,878,416,000	$2,588,923,000	$153,474,000*	$136,563,000*	$2.85*	$2.44*
Chrysler Corp.	$ 10,044,900,000	$9,971,600,000	$170,100,000	$475,600,000*	$1.84	$7.18*
Ford Motor Co.	$ 37,067,200,000	$38,247,100,000	$657,800,000*	$1,060,100,000*	$5.46*	$8.81*
General Motors	$ 60,025,600,000	$62,698,500,000	$962,700,000	$333,400,000	$3.09	$1.07
TOTAL	$110,016,116,000	$113,506,123,000	$321,526,000	$1,338,863,000*		

GM's European operations in 1982 were profitable for the first time since 1979. Sales of $7.3 billion resulted in net income of $6.2 million.

Latin American sales were up 5.2 percent to $3.0 billion, and the annual loss was reduced from $62.6 million to $16.5 million.

Canadian sales were down 9.9 percent to $7.97 billion. The loss was reduced from $35.6 million (U. S.) to $33.5 million.

U. S. sales also declined—4.6 percent—to $50.32 billion. But income was up 41.4 percent to $1.1 billion. GM lost $63.2 billion in other foreign markets. (The corporate sales total is less than the sum of the geographic totals because the latter includes intercorporate transactions.)

Capital spending by GM during 1982 totaled $6.2 billion, down from the record $9.7 billion spent in 1981.

The corporation spent $2.1 billion for research and development in 1982, down slightly from levels of 1981 and 1980.

GM's shining star in 1982 was GMAC; the finance unit reported an 88.4 percent increase in earnings above its previous record 1981 level. GMAC and its subsidiaries, primarily Motors Insurance Corp., reported net income of $688 million for 1982.

Ford Motor Co. reported a loss of $657.8 million for 1982, its third straight year of heavy losses. During the three-year period Ford lost $3.2 billion.

The 1982 deficit amounted to $5.46 a share, but it was an improvement of $402 million over Ford's $1.0 billion loss in 1981 ($8.81 a share). Dollar sales in 1982 dropped 3 percent to $37.0 billion from $38.2 billion in 1981.

Ford partially attributed the decrease in losses from 1981 to 1982 to continuing reductions in operating costs. The reductions amounted to more than $3 billion since 1979.

In addition to lower costs, Ford said the improvement in 1982 financial results reflected the absence of foreign-currency transaction losses incurred in 1981. This included savings of about $220 million ($1.83 a share) from adoption of a new accounting method.

However, this was offset partially by lower volume and the non-recurrence of a $154 million ($1.28 a share) tax credit in the UK that was included in 1981 results.

Ford's 1982 loss in the U. S. and Canada was $1.2 billion compared with a loss of $1.4 billion in 1981.

Outside the U. S. and Canada, Ford earned $613 million in 1982, an increase of $226 million from 1981. Ford sold 2,038,831 vehicles overseas in 1982—more than any other U. S.-based manufacturer, according to the company.

Worldwide 1982 factory sales of Ford cars, trucks and tractors were 4.3 million units, down 2 percent from sales of 4.4 million in 1981.

In the U. S., unit sales were down 2 percent; in Canada, unit sales were down 25 percent, and outside the U. S. and Canada unit sales were up 1 percent.

• Sale of Chrysler Corp.'s defense unit helped push the 1982 profits of the company into the black for the first time in five years.

Chrysler reported a net profit of $170.1 million ($1.84 a share) for the year. The sale of Chrysler Defense Inc. netted $239 million.

In 1981 Chrysler showed a loss of $475.6 million.

The 1982 profit came on sales of $10.0 billion, up 0.7 percent from $9.9 billion in 1982. Unit sales, however, declined 7.9 percent from 1.28 million in 1981 to 1.18 million in 1982.

Chrysler's continuing operations would have been profitable without a UAW strike at Chrysler Canada, which cost the company an estimated $125 million. As it was, they turned in a before-tax and before-tax-credit loss of $68 million.

But U. S. and Canadian car/truck/parts manufacturing operations were profitable during 1982.

Chrysler cut its breakeven volume to 1.1 million units in 1982 compared with 2.4 million units three years earlier.

Chrysler Financial reported an after-tax gain in 1982 of $5.2 million. Money losers for Chrysler were its company-owned stores (which lost about $11 million) and Mexican operations (which lost $55 million).

U. S. sales increased 10.4 percent to $10.2 billion in 1982 and earnings were $208.5 million. Canadian sales increased 43 percent to $2.9 billion and earnings climbed to $20.2 million from a 1981 loss of $49.3 million. Losses in other countries amounted to $58.6 million.

• American Motors' 1982 net loss was $153.4 million ($2.85 a share). It was the third consecutive year of losses and 12.4 percent worse than 1981's loss of $136.5 million ($2.44 a share). It was, however, lower than the 1980 loss of $200.8 million ($6.10 a share).

Net sales were up 11.5 percent in 1982 to $2.8 billion, the highest since 1979. This was despite an 8 percent decline in unit sales. Major declines in unit sales of foreign operations more than offset a domestic gain.

AMC wholesale auto sales in the U. S. and Canada increased 4.0 percent to 186,957 cars in 1982. The Jeep total climbed 7.0 percent to 67,646 units.

Meanwhile, AMC's international auto total fell 67.2 percent to 8,834 cars, and the Jeep total fell 44.3 percent to 23,083 units.

DEALERS

For franchised new car and truck dealers in the U.S., 1982 was a year of sales incentives, from manufacturer rebates to special reduced interest-rate programs by the factories. Despite the consumer incentives, dealers generally saw much the same in 1982 as in the preceding three years: Declining new-car sales and a financial squeeze caused by a staggering national economy. Dealer attrition remained high in 1982, although the rate of dealership closings was lower than in 1981.

BEST AVAILABLE COPY

NADA presidents

1983—William C. Turnbull
GMC-International
Harvester
Huntington, W. Va.
1982—George W. Lyles
Chevrolet and
Rolls-Royce
High Point, N. C.
1981—Wendell H. Miller
Dodge-Honda
Lincoln-Mercury
Binghampton, N. Y.
1980—George S. Irvin
Chevrolet-Subaru,
BMW and Mercedes-Benz
Denver, Colo.
1979—William C. Doenges
Ford-Toyota
Bartlesville, Okla.
1978—Robert P. Mallon
Ford
Tacoma, Wash.
1977—Reed T. Draper
Chevrolet
Saginaw, Mich.
1976—John J. Pohanka
Oldsmobile-Fiat-Honda
Marlow Heights, Md.
1975—William E. Hancock Jr.
Buick-Opel
Columbia, S. C.
1974—Hugh R. Gibson
Ford
Cleveland, O.
1973—John S. Hinckley
Dodge
Ogden, Utah
1972—Charles J. Whittey
Chrysler-Plymouth
Bismarck, N. D.
1971—Warren J. McEleney
Chevrolet-Oldsmobile-Cadillac
Clinton, Ia.
1970—Sam H. White
Oldsmobile
Houston, Tex.
1969—Lyman W. Slack
Chevrolet
Portland, Ore.
1968—T. A. Williams Sr.
Chevrolet
Greensboro, N. C.
1967—William E. Voyce Jr.
Ford
Baltimore, Md.
1966—S. E. Kossman
Buick-Cadillac-Pontiac-GMC-Rambler-Jeep
Cleveland, Miss.
1965—Peter Val Preda
Oldsmobile-Cadillac
Burlington, Vt.
1964—C. Ed Flandro
Ford, Lincoln-Mercury
Pocatello, Idaho
1963—John H. Lander
Rambler
Atlanta, Ga.
1962—Thomas F. Abbott Jr.
Pontiac-Rambler
Fort Worth, Tex.
1961—Walter B. Cooper
Chevrolet
Fort Collins, Colo.
1960—Birkett Williams
Ford
Cleveland
1959—H. L. Galles
Chevrolet-Cadillac-Oldsmobile
Albuquerque, N. M.
1958—Dean Chaffin
Chevrolet-Buick
Bozeman, Mont.
1957—Frederick M. Sutter
Dodge-Plymouth
Columbus, Ind.
1956—Carl E. Fribley
Pontiac-Cadillac-GMC
Norwich, N. Y.
1955—Frank H. Yarnall
Chevrolet, Chicago
1954—Charles C. Freed
DeSoto-Plymouth
Salt Lake City
1953—Robert S. Armacost
Studebaker
Kansas City
1952—J. Saxton Lloyd
Buick-Cadillac
Daytona Beach, Fla.
1951—R. D. McKay
Chrysler-Plymouth
Wichita
1950—Fred L. Haller
Hudson, Washington
1949—George F. Ziesmer
Ford
Mankato, Minn.
1948—Ben T. Wright
Lincoln-Mercury
Chicago
1947—M. O. Anderson
Buick, Seattle
1945-46—W. L. Mallon
Pontiac
Newark, N. J.
1944—D. G. Kelly
Dodge-Plymouth
Grand Forks, N. D.
1942-43—D. E. Castles
Buick, St. Louis
1942—Harry Sommers
Chrysler-Plymouth, Atlanta
1941—L. Clare Cargile
Chevrolet, Texarkana, Ark.
1939-40—Stanley H. Horner
Buick, Washington
1938—J. W. Roby
Shreveport, La.
1936-37—E. M. Lied
Omaha
1933-35—F. W. A. Vesper
St. Louis
1932—Floris Nagelvoort
Seattle
1931—F. J. Edwards
Milwaukee
1930—J. R. Histed
Beverly Hills, Calif.
1929—W. E. Griffith
San Francisco
1928—C. C. Coddington
Charlotte, N. C.
1927—W. L. Hughson
San Francisco
1926—C. B. Warren
New York
1925—Charles E. Gambill
San Marino, Calif.
1924—John L. Butler
Los Angeles
1923—G. G. G. Peckham
Cleveland
1922—Thomas J. Hay
Chicago
1922—W. J. Brace
Kansas City
1921—Jesse A. Smith
Milwaukee
1920—H. B. Harper
Rosemont, Pa.
1918-19—F. W. A. Vesper
St. Louis
1917—George W. Browne
Milwaukee

RETAIL OUTLETS, U. S. MAKES OF PASSENGER CARS
1983 VS. 1982

	Jan. 1, 1983				Jan. 1, 1982			
	Exclusives (within Corp.)	Multiples (within Corp.)	Total Franchises	Net Dealers	Exclusives (within Corp.)	Multiples (within Corp.)	Total Franchises	Net Dealers
AMERICAN MOTORS-RENAULT	399	2,380	2,779	1,589	1,547	0	1,547	1,547
AMC	267	1,190	1,457		1,547	0	1,547	
Renuault	132	1,190	1,322		*	*	*	*
CHRYSLER CORP.	970	7,199	8,169	3,637	1,043	7,007	8,050	3,684
Chrysler	0	2,665	2,665		0	2,639	2,639	
Dodge	955	1,537	2,492		1,026	1,427	2,453	
Imperial	0	425	425		0	421	421	
Plymouth	15	2,572	2,587		17	2,520	2,537	
FORD MOTOR CO.	2,853	5,802	8,655	5,414	3,042	5,920	8,962	5,685
Ford	2,832	1,764	4,596		3,021	1,813	4,834	
Lincoln	0	1,478	1,478		0	1,465	1,465	
Mercury	21	2,560	2,581		21	2,642	2,663	
GENERAL MOTORS	5,500	10,260	15,760	10,160	5,880	10,325	16,205	10,655
Buick	780	2,130	2,910		825	2,125	2,950	
Cadillac	260	1,315	1,575		270	1,325	1,595	
Chevrolet	3,185	2,010	5,195		3,405	2,025	5,430	
Oldsmobile	660	2,475	3,135		695	2,495	3,190	
Pontiac	615	2,330	2,945		685	2,355	3,040	
VOLKSWAGEN	934	0	934	934	1,006	0	1,006	1,006
TOTALS	10,656	25,641	36,297	21,734	12,518	23,252	35,770	22,577
Minus Intercorporate Duals				935				897
NET DEALERS				20,799				21,680

*—The U. S.-built Renault Alliance was introduced as a 1983 model. Renault was included in the Automotive News Imported-Car Dealer Census for Jan. 1, 1982.

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IMPORTED-CAR RETAIL OUTLETS

	Jan. 1, 1983		Jan. 1, 1982	
Imported cars only				
Exclusives	2,643		2,703	
Duals	1,287		1,320	
		3,930		4,023
Import-domestic duals				
U. S. duals with captive imports	3,637		3,684	
U.S. duals with other imports	3,341		3,563	
		6,978		7,247
		10,908		11,270

Note: Renault is counted as a domestic for 1983. If it had been counted as a domestic in 1982, the import-dealer total would have been 10,076. VW is counted as a domestic in both years. Captive-import duals are Dodge—Colt and Challenger and Plymouth—Colt (Champ) and Sapporo.

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IMPORT FRANCHISES

	Jan. 1, 1983	Jan. 1, 1982
JAPAN	9,884	9,149
Colt (Champ)/Sapporo	2,587	2,206
Colt/Challenger	2,492	2,225
Toyota	1,093	1,093
Datsun/Nissan	1,083	1,105
Honda	806	801
Subaru	784	759
Mazda	766	767
Isuzu	206	193
Mitsubishi	67	0
WEST GERMANY	1,565	1,544
Audi	421	428
Mercedes-Benz	413	409
BMW	403	382
Porsche	328	325
SWEDEN	723	709
Volvo	404	402
Saab	319	307
U.K.	536	670
DeLorean*	250	340
Jaguar	205	221
Rolls-Royce	69	67
Aston Martin	12	14
Lotus	0	28
FRANCE	330	1,674
Peugeot	330	327
Renault	**	1,347
ITALY	199	840
Alfa Romeo	117	130
Ferrari	48	43
Maserati	34	27
Fiat	0	499
Lancia	0	141
MISCELLANEOUS	15	25
TOTAL FRANCHISES	13,252	14,611

** Renault counted as a domestic for 1983 only. Renault franchise total for Jan. 1, 1983 was 1,322. See Feb. 14 Automotive News.

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* Estimated.

RETAIL OUTLETS
U. S. CARS, 1947-1982

Date	No. of Retail Outlets	Pct. Gain or Loss from Previous Year
Jan. 1, 1947	45,580	
Jan. 1, 1948	46,092	+1.12
Jan. 1, 1949	49,173	+6.68
Jan. 1, 1950	46,821	−4.78
Jan. 1, 1951	47,543	+1.54
Jan. 1, 1952	46,014	−3.22
Jan. 1, 1953	45,191	−1.79
Jan. 1, 1954	41,910	−7.26
Jan. 1, 1955	40,374	−3.66
Jan. 1, 1956	41,018	+1.60
Jan. 1, 1957	37,982	−7.40
Jan. 1, 1958	37,188	−2.09
Jan. 1, 1959	35,077	−5.68
Jan. 1, 1960	33,658	−4.05
Jan. 1, 1961	32,482	−3.49
Jan. 1, 1962	31,331	−3.54
Jan. 1, 1963	30,853	−1.53
Jan. 1, 1964	30,827	−0.08
Jan. 1, 1965	30,691	−0.44
Jan. 1, 1966	30,278	−1.35
Jan. 1, 1967	28,422	−6.14
Jan. 1, 1968	27,784	−2.24
Jan. 1, 1969	27,486	−1.07
Jan. 1, 1970	27,071	−1.51
Jan. 1, 1971	26,126	−3.49
Jan. 1, 1972	25,621	−1.93
Jan. 1, 1973	25,441	−0.70
Jan. 1, 1974	25,349	−0.36
Jan. 1, 1975	24,980	−1.46
Jan. 1, 1976	24,453	−2.11
Jan. 1, 1977	24,268	−0.76
Jan. 1, 1978	24,147	−0.50
Jan. 1, 1979	24,051	−0.40
Jan. 1, 1980	23,379	−2.79
Jan. 1, 1981	21,772	—6.87
Jan. 1, 1982	21,680*	—0.41
Jan. 1, 1983	20,799*	—4.06

*—Jan. 1, 1982 and subsequent totals include Volkswagen.

**—Jan. 1, 1983, total includes Renault.

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USED VEHICLE SALES BY FRANCHISED NEW CAR & TRUCK DEALERS

(In Thousands)

Year	Retail	Wholesale	Total
1972	10,295	2,260	12,555
1973	9,942	2,333	12,275
1974	8,625	2,023	10,648
1975	9,137	2,144	11,281
1976	10,035	2,478	12,513
1977	10,097	2,847	12,944
1978	9,903	3,127	13,030
1979	8,804	2,810	11,614
1980	7,818	2,469	10,287
1981	8,178	2,582	10,760
1982	7,959	2,500	10,459

SOURCE: NADA Industry Analysis Department

1982 TOTAL SALES BY NEW-CAR DEALERS—BY STATE

	All Dealers ($ Mil.)	Average Per Dealer ($ Thous.)		All Dealers ($ Mil.)	Average Per Dealer ($ Thous.)
Alabama	1875	5419	Montana	557	2841
Alaska	262	10480	Nebraska	962	2932
Arizona	1749	9064	Nevada	625	8017
Arkansas	1518	4532	New Hampshire	930	5741
California	16276	9170	New Jersey	4494	6097
Colorado	2314	8149	New Mexico	939	6300
Connecticut	1875	5282	New York	8104	5805
Delaware	415	6486	North Carolina	3334	4770
D. C.	117	13000	North Dakota	586	2701
Florida	8595	12020	Ohio	6153	5281
Georgia	3089	5209	Oklahoma	2121	4642
Hawaii	507	11259	Oregon	1654	5285
Idaho	605	3623	Pennsylvania	6756	4207
Illinois	7168	5689	Rhode Island	412	4583
Indiana	3124	4807	South Carolina	1543	5010
Iowa	1772	2822	South Dakota	422	2210
Kansas	1602	3569	Tennessee	2898	6426
Kentucky	1771	4786	Texas	12500	8306
Louisiana	2918	7780	Utah	885	5708
Maine	749	3860	Vermont	375	3352
Maryland	3056	8858	Virginia	3650	6415
Massachusetts	3833	6666	Washington	2115	5479
Michigan	5886	6282	West Virginia	1101	3797
Minnesota	2756	4577	Wisconsin	2531	3228
Mississippi	1192	3548	Wyoming	384	3842
Missouri	3014	4601	TOTAL U. S.	144069	5714

Source: NADA Industry Analysis Dept.

REIMBURSEMENT RATES AND CHARGEBACKS BASED ON NAFA'S PERSONAL USE SURVEY

Personal Use Chargebacks for Fleets using a Straight Mileage Charge

U. S. Commercial Fleets Only

Amount	1978	1979	1980	1981	1982
7c or less	47%	16%	14%	2%	3%
8, 9 or 10c	35%	63%	44%	43%	45%
More than 10c	18%	21%	42%	55%	51%

Source: National Assn. of Fleet Administrators

NEW-CAR OUTLETS BY STATE

As of January 1, 1983

State	Outlets
Alabama	346
Alaska	25
Arizona	193
Arkansas	335
California	1775
Colorado	284
Connecticut	355
Delaware	64
D. C.	9
Florida	715
Georgia	593
Hawaii	45
Idaho	167
Illinois	1260
Indiana	650
Iowa	628
Kansas	449
Kentucky	370
Louisiana	375
Maine	194
Maryland	345
Massachusetts	575
Michigan	937
Minnesota	602
Mississippi	336
Missouri	655
Montana	196
Nebraska	328
Nevada	78
New Hampshire	162
New Jersey	737
New Mexico	149
New York	1396
North Carolina	699
North Dakota	217
Ohio	1165
Oklahoma	457
Oregon	313
Pennsylvania	1605
Rhode Island	90
South Carolina	308
South Dakota	191
Tennessee	451
Texas	1505
Utah	155
Vermont	112
Virginia	569
Washington	386
West Virginia	290
Wisconsin	784
Wyoming	100
TOTAL U.S.	24725

Source: NADA Industry Analysis Dept.

OPERATING EXPENSES

Canada

Average miles per month	1,668
Fuel	.0788
Oil	.0012
Tires & tire repair	.0045
Repair & maintenance	.0195
Total operating expense (1c/mile)	.1040
Average price per gallon of fuel	$ 1.72
Average miles per gallon	21.8

OPERATING EXPENSE COMPARISONS COMPOSITE FLEETS

1980 - 1982

	1980	1981	1982
Average miles per month	1,897	1,822	1,880
Operating Expenses			
(cents cost per car per mile)			
Fuel	.0715	.0745	.0643
Oil	.0012	.0012	.0011
Tires & tire repair	.0066	.0059	.0057
Repair & maintenance	.0132	.0142	.0150
Total operating expenses	.0925	.0958	.0861
Incidental Expenses			
(dollar cost per car per month)			
License & taxes	$9.07	$6.23	$8.63
Accident repairs — recoveries	8.90	8.65	7.39
Washing	3.24	5.04	6.14
Parking & tolls	11.50	16.48	12.09
Miscellaneous	1.23	3.29	2.98
Total incidental expenses	$33.94	$39.69	$37.23
Standing Expenses			
(dollar cost per car per month)			
Leasing service charge or interest	$ 51.46	$ 74.86	$ 76.38
Depreciation reserve	120.95	154.89	161.37
Depreciation adjustment	-16.91	-17.56	-23.06
Selling expenses	—	1.35	11.38
Insurance	19.16	21.27	23.94
Total standing expenses	$174.66	$234.81	$250.01
Credits			
(dollar return per car per month)			
Personal use credit	$ 23.64	$ 41.48	$ 42.28
Net Expenses			
(Incidental expenses plus standing expense less credits)	$183.07	$230.87	$244.96

OPERATING EXPENSE COMPARISONS

1980 - 1982

Small Cars

	1980	1981	1982
Average miles per month	1,630	1,794	2,339
Fuel	.0695	.0725	.0627
Oil	.0010	.0011	.0015
Tires & tire repair	.0074	.0052	.0040
Repair & maintenance	.0144	.0123	.0112
Total operating expense	.0923	.0911	.0794
Average price per gallon of fuel	$1.21	$1.35	$1.36
Average miles per gallon	17.4	18.6	21.8

Mid-Size Cars

	1980	1981	1982
Average miles per month	1,929	1,799	2,027
Fuel	.0725	.0781	.0748
Oil	.0011	.0010	.0014
Tires & tire repair	.0066	.0064	.0053
Repair & maintenance	.0120	.0118	.0105
Total operating expense	.0922	.0973	.0920
Average price per gallon of fuel	$1.21	$1.35	$1.36
Average miles per gallon	16.7	17.3	18.2

AVERAGE DEALERSHIP PROFILE

	1976	1977	1978	1979	1980	1981	1982	% Change 1980-82
Total Dealership Sales	3601541	4195628	4694831	4952960	4549754	5223595	5714189	9.39
Total Dealership Gross	549595	591584	673239	717684	699297	772570	793129	2.66
As % of Total Sales	15.26	14.10	14.34	14.49	15.37	14.79	13.88	
Total Dealership Expense	476484	509769	581220	655277	671544	711976	718845	0.96
As % of Total Sales	13.23	12.15	12.38	13.23	14.76	13.63	12.58	
Net Profit Before Taxes	73111	81815	92019	62407	27753	60594	74284	22.59
As % of Total Sales	2.03	1.95	1.96	1.26	0.61	1.16	1.30	
(Net Pre-Tax Profit in Constant '67 Dollars)	42881	45077	47083	28701	11245	22248	25693	15.49
New Vehicle Dept. Sales	2243760	2681006	3009387	3145130	2802648	3191617	3508512	9.93
As % of Total Sales	62.30	63.90	64.10	63.50	61.60	61.10	61.40	
Used Vehicle Dept. Sales	785136	876886	981220	1005451	955448	1196203	1302835	8.91
As % of Total Sales	21.80	20.90	20.90	20.30	21.00	22.90	22.80	
Service and Parts Sales	572645	637735	704225	802380	791657	835775	902842	8.02
As % of Total Sales	15.90	15.20	15.00	16.20	17.40	16.00	15.80	
New Vehicles Average Selling Price	5470	6120	6470	6950	7530	8850	9910	11.98
Average Net Worth (As of 12/31)	305993	325495	351410	393404	362242	364014	392458	7.81
Net Profit as % of Net Worth	23.89	25.14	26.19	15.86	7.66	16.65	18.93	

Source: NADA Industry Analysis Department

TRUCK OUTLETS

Retail Outlets*

	Jan. 1, 1983	‡Jan. 1, 1982
Chevrolet	5,192	5,434
Dodge	2,615	2,611
Ford	4,696	4,928
Freightliner	176	180
FWD	58	62
International	943	1,170
GMC	2,478	2,539
IVECO (Magirus)	201	168
Jeep	1,573	1,704
Kenworth**	120	120
Mack	236	242
Mercedes-Benz	170	169
Peterbilt**	87	88
Plymouth***	2,587	2,537
Volvo	107	121
White	169	166
Miscellaneous	248	235
Private outlets	21,656	22,474
Factory outlets	171	227
TOTALS	21,827	22,701
Adjustment for multiple franchising	2,631	2,699
NET TOTALS	19,196	20,002

*—Retail outlets include dealerships, distributorships and factory-owned outlets.

**—Kenworth and Peterbilt totals are estimates.

***—Plymouth trucks are the Trail Duster sports/utility vehicles, Voyager window van and Scamp and Arrow compact pickups.

†—White includes Autocar.

‡—Revised.

SUPPLIERS

Like motor vehicle manufacturers, original equipment suppliers of automotive components and materials suffered through a period of extremely difficult business conditions in 1982. Manufacturers' continuing refinement of vehicle designs, improved quality programs and use of new materials and manufacturing processes presented an on-going challenge throughout the year. The changing mix of materials in new vehicles and price pressures intensified competition among suppliers.

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Gloomy 1982, uncertain '83

OE suppliers face tough challenges

Like motor vehicle manufacturers, automotive original equipment suppliers suffered dismal financial fortunes in 1982 as a result of depressed new car and truck sales.

But also like their auto making customers, suppliers saw hope for improvement in the overall economic picture as 1983 got under way, although the consensus did not indicate expectations of a return to high-volume vehicle sales of the 1970s.

Despite a gloomy 1982 and an uncertain immediate future, suppliers generally believe long-term prospects for the automotive business are attractive.

"The American auto industry is having maturity pains, but it's going to remain a big business and big market for a long time," said C. E. Johnson, vice president - transportation, Borg-Warner Corp. "Marginal components suppliers are in trouble, and many will go under during 1983 and beyond. But suppliers of technology that matches the needs of the market place, rather than those simply bending metal on a lowest-cost basis, will survive the shakeout."

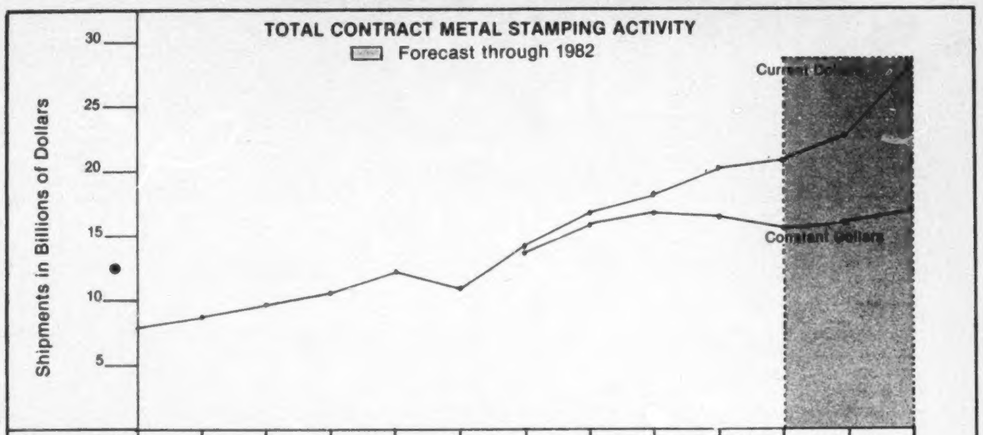
Chester Devenow, chairman, Sheller-Globe Corp., said that even though markets for new cars and trucks may remain depressed in 1983, the performance of suppliers and vehicle manufacturers should improve because of reductions in break-even points brought about by cost - reduction programs, improved productivity, restructured organizations and better management of human and manufacturing resources.

One of the toughest challenges facing suppliers is having to manufacture products of consistently higher quality while reducing manufacturing costs.

James K. Ashford, president, Tenneco Automotive, said quality has become a driving force throughout the auto industry in response to consumer demand and a perception by consumers that foreign vehicles are of higher quality than those produced domestically. Noting that the response by U.S. vehicle manufacturers has improved the quality of domestic vehicles and made greater demands on suppliers, Ashford said, "As a result, all parts of the system now place heavier emphasis on statistical methods of quality control."

Ashford said continuing refinement of vehicle designs and implementation of new ones has impacted suppliers by increasing the complexity of their design and development tasks. Other challenges facing auto suppliers, he said, include keeping production costs down and increased utilization of new materials, processes and technology in programs to reduce vehicle weight.

He said competition between suppliers is likely to intensify because overall vehicle production is not likely to increase significantly. "That competition is likely to stress quality, cost and ability to deliver on time; I expect to see more 'just in time' inventory programs to help minimize costs," the Tenneco Automotive president said.



YEAR	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982
% Change Prior Year	+ 11.3	+ 10.7	+ 14.4	+ 11.7	-4.1	+ 25.7	+ 17.4	+ 11.5	+ 6.9	+ 5.4	+ 9.3	+ 15.0

Auto stampings climb in '82

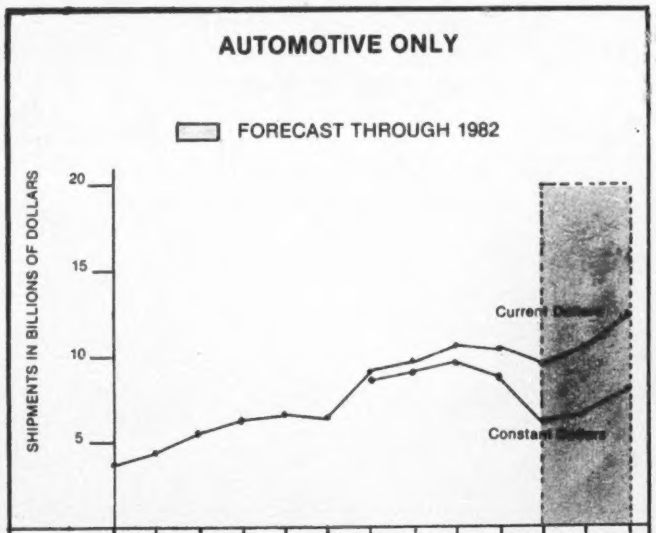
Industry trend to buying rather than making

Automotive contract stampings increased to an estimated $11.8 billion in 1982 over 1981, up 14 percent in dollar volume of shipments.

Total contract stampings, automotive and nonautomotive, climbed to an estimated $26.9 billion in 1982 from $23.4 billion in 1981 for an increase of 15 percent.

The historical patterns shown in the accompanying charts are based upon contract stamping shipments as reported by the U.S. Bureau of Census. Shipments are actual figures through 1979 while amounts of 1980 and 1981 are estimated. The estimates are subject to revision when governmental survey data are available for these later years. Non-automotive stampings include: Metal stampings nec (SIC 3469); crowns and closures (SIC 3466) and other fabricated metal products (SIC 34994).

On a longer term basis, the market should improve because of a perceived fundamental change in American industry, according to the American Metal Stamping Assn. (AMSA.), because more and more large American industries are opting for "buying rather than making." Pressures on prices, profits and cash are forcing companies to carefully evaluate the relative competitiveness of in-house manufacturing facilities, said AMSA, and a significant trend is emerging in which stamping and component assembly operations increasingly are being subcontracted at lower than in-house costs. As another dimension of this trend, companies are also opting to subcontract component production for new products, rather than make capital investments in machines and tooling required for in-house manufacture.



YEAR	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982
% CHANGE PRIOR YEAR	+25.6	+16.5	+16.9	+2.9	-4.4	+35.1	+19.9	+11.1	-3.5	-9.7	+11.0	+14.0

Aftermarket still growing

Japanese forge steadily forward in U.S.

The four "I's" affecting the auto industry adversely in the past—interest rates, inventories, imports and inflation—will be lined up more favorably in 1983, according to William A. Raftery, president of the Motor & Equipment Manufacturers Assn. (MEMA).

The result, he predicts, will be a better year for the entire industry from production to consumption.

"The lid will remain on inflation," feels Raftery. "That's a gain well-established in 1982 and not likely to be sacrificed by Congress at this stage of recovery. And the Japanese are continuing their voluntary ceiling on vehicle shipments to the U.S. market — also a plus already established."

The big improvement, he forecasts, will be "the favorable impact of continued lower interest rates on new car sales, and on inventory levels in the aftermarket as consumer demand strengthens.

"I'm not convinced interest rates will get down to the single-digit level," says Raftery. "But even if they do, and even if U. S. vehicle makers market successfully, we still won't see a return to the swinging sales levels the industry once enjoyed—not for several years."

Light truck sales had already turned upward in '82, points out Raftery. Heavy truck sales will follow in '83, he believes, "but not until consumer spending has started to move the entire economy upward—not before the end of the second quarter in '83."

The aftermarket will pick up considerably in '83, he predicts. "The average age of both cars and trucks has continued to climb in recent years, and total miles driven by this aging fleet has recovered modestly in the past two years from the severe declines of '79 and '80.

"MEMA tracks the accumulated mileage per vehicle," says Raftery, "and the maintenance and repair requirements that have been building up cannot be deferred much longer and should be increasing attention as consumer confidence in the recovery increases."

The heavy-duty aftermarket should pick up earlier than the new truck market, he foresees, because the momentum needed in the economy to stimulate effective operation of the existing fleet is not as great as will be needed to justify investment in new heavy trucks.

Stepped-up demand in both car and truck aftermarkets will give everyone in the distribution channels the incentive to use the inventory-increasing ability provided by lower interest rates. "But levels won't get back to what we used to consider normal," says Raftery, "for more than one reason.

"There may be a lot of watchful waiting," he explains, "before the aftermarket is convinced that demand is strong and sustaining enough to justify higher inventories.

"Moreover," he says, "the OE suppliers are operating in an atmosphere in which their vehicle-making customers are comparing their production efficiency with the Japanese just-in-time system, stressing elimination of inventories.

"This puts the supplier in the position of having to carry a certain amount of OE customer inventory in addition to requirements of the aftermarket, yet under the same gun as the customers to keep inventory costs down. We could become too lean for our own good if demand starts accelerating."

For 1983, Raftery thinks aftermarket demand for parts, in units, could reach a level of 10 percent above the 1982 levels on an overall basis. Various lines, however, will be affected to greater or lesser degrees.

"Some lines showed strength throughout '82," he says, "while others will need more than a 10 percent improvement to regain their previous growth curves."

The Japanese, meanwhile, have been forging steadily forward in the U. S. aftermarket. Notes Raftery: "The annual U. S. deficit in automotive and truck components trade, with Japan, was already $700 million in 1975. The elements included in the figures have changed somewhat, since then, but if you use the same elements today you find the deficit exceeded $4 billion in '82."

He points out that the swelling number of Japanese vehicles on U. S. highways also has been aging and accumulating maintenance and repair requirements, traditionally served mostly through franchised Japanese auto dealerships with Japanese parts.

"This growth, nevertheless," says Raftery, "is now an integral part of the U. S. aftermarket, and individual companies will exercise varying degrees of initiative in going after it."

U. S. Automotive Industry Use of Reinforced Plastics

The recession caught up with the Reinforced Plastic Composites industry in 1982, reducing total shipments 17 percent to an estimated 1.52 billion pounds. Land transportation use of the materials—primarily in cars and trucks — declined 20 percent to 359 million pounds.

However, the industry forecasts an 8.4-percent increase in total shipments in 1983 to a volume of 1.65 billion pounds, and an increase of 11 percent to 402 million pounds in land transportation use.

The increase in reinforced plastics shipments in 1983 forecast by the industry (Table Below) is predicated on resumption of growth in the economy.

Cal. Year	Pounds
1970	167,000,000
1971	195,000,000
1972	250,000,000
1973	307,000,000
1974	293,000,000
1975	265,000,000
1976	398,000,000
1977	460,000,000
1978	532,000,000
1979	550,000,000
1980	416,000,000
1981	445,000,000
1982	359,000,000
1983	402,000,000*

* Forecast. Poundage figures include thermosetting and thermoplastic resins, reinforcements and fillers. Figures are for land transportation uses, primarily automobiles and trucks:

Source: Society of the Plastics Industry, SPI Reinforced Plastics/Composites Institute.

Steel—the basic ingredient

1,700 pounds in typical U.S.-made '82 car

Steel continues to be the basic material of the automotive industry, maintaining its 60 percent share of the automobile's weight. The 1,700 pounds of steel in the typical 1982 U. S.-built car represented more than all other materials in the car combined. And steel has maintained its edge over the years. In 1922 the Model T Ford was 50 percent steel.

That does not mean automotive engineers and designers have been using this traditional material in traditional ways. Much to the contrary, the automotive engineer uses today's high-strength and coated steels in innovative ways to meet the challenges of weight reduction and greater durability.

Today high-strength steel (HSS), with yield strength of 35 ksi or higher, is the fastest growing category for material replacement in American automobiles. Increasingly coated steels such as one- and two-side galvanized sheet steels are being used to combat corrosion.

The U. S. steel industry shipped a total of 87 million tons of steel in 1981, according to American Iron and Steel Institute statistics. Of that 15.1 percent was shipped to the automotive market.

At present 30 percent of the sheet steel shipped to the auto industry is either high-strength or coated. In 1970 only 10 percent of the steel was shipped in those grades. It is expected that by 1990 this portion will increase to 40 percent.

The HSS grades are 20 to 400 percent stronger than ordinary carbon sheet steel so that they can be used to produce thinner, lighter components which comfortably meet or exceed performance requirements.

HSS is being used in wheels for the Chevy Camaro and Pontiac Firebird, American Motors' Renault Alliance and '83 Ford Ranger pickup trucks. Expanded usage of high-strength also can be found in bumper systems, control arms, door beams, frame rails, seat backs and suspension system cross members.

The new Ranger wheels use HSS steel in both rims and the spider, an industry first. An advanced light truck, on the drawing boards, reportedly could use up to 700 pounds of HSS, comprising about 50 percent of the weight of the body-in-white and 20 percent of the vehicle dry weight.

At least two domestic steel companies are modernizing facilities with the installation of continuous annealing (CA) lines which should facilitate the economic production of HSS. The CA lines also will be able to produce bake-hardenable steels which have good formability and the advantage of undergoing strengthening during the paint bake cycle. The yield strength of the steels increase by about 25 percent by the paint oven exposure. These bake-hardenable steels can be beneficial for outer panel use since the high yield strength may allow 10 percent reduction in gage (weight) with no loss in dent resistance. Major utilization of the steels in future vehicles seem probable.

While the American auto industry has led in use of HSS steels, the Japanese lately have mounted an aggressive effort for its use in Japanese vehicles.

- Ten times more salt is used on today's U. S. and Canadian roads as compared to 1955. Due to the increased use of these corrosion causing chemicals, greater attention his focused on corrosion resistance of vehicles. Today a broad range of coated steels is available including galvanized one- and two-side; differentially coated galvanized; aluminum - coated; aluminum-zinc coated, long terne; tin coated and Zincrometal.

Increasingly, the automakers are turning from mild carbon sheet steels to coated varieties for exposed body panels that require corrosion protection. The 1983 Renault Alliance uses galvanized steels in all exterior panels, including roof. Chrysler's Omni and Horizon models use one-side galvanized steel for the outer door panels and quarter panels.

In the unitized body construction that dominates current production vehicles, extensive use of one- and two-side galvanized steels is made in structural components. General Motors' F-car, for example, has upper and lower front rails and body rear rails that use two-side galvanized steel. Exhaust systems are another typical application for the coated steel types.

An application related to safety is front and rear bumpers. Soft fascia bumper designs on Chrysler K-cars and GM J-cars are backed by ultra high-strength steel reinforcement beams. K-cars use 0.062 inch steel with 120 ksi minimum yield strength. A hot dipped G90 galvanized coating provides corrosion resistance. The J-car bumpers use 0.035 inch ultra high strength steel of 190 ksi minimum tensile strength that is roll-formed into shape. A weight savings is realized and the safety requirement is met.

- Chrysler led domestic auto makers in use of zinc-coated steel in 1982 with an estimated average of 291 pounds per car, according to a survey by the Zinc Institute (ZI).

GM averaged 283 pounds per car, Ford, 249 pounds and AMC 236 pounds. Estimates, based on data supplied to ZI by the car makers for 1982 product lines, include one-side galvanized steel, two-side galvanized steel and zincrometal.

Dale C. Nevison, ZI vice president-field operations, says Chrysler's offering of a five-year no-rust-through guarantee on its cars "might be the basis behind its industry-leading use of zinc coatings."

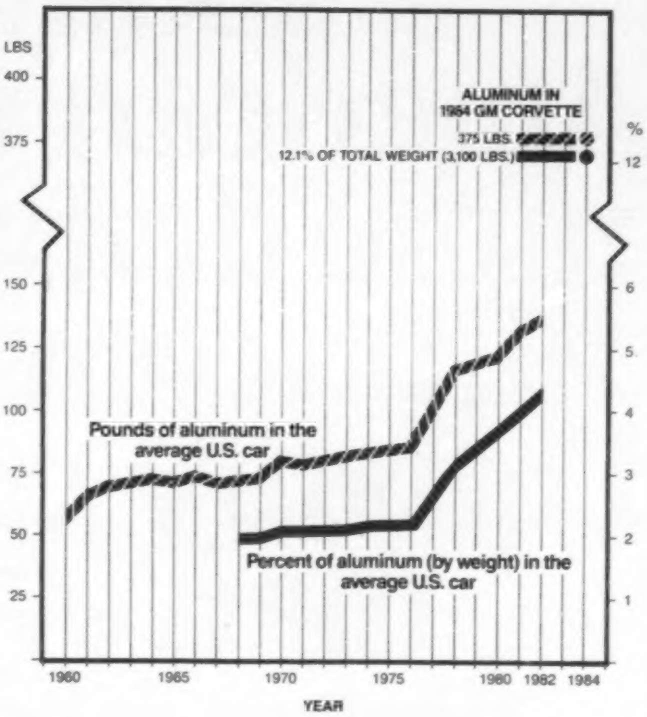
On an industry basis, the survey shows the typical 1982 model utilized 53 pounds of one-side galvanized steel, 115 pounds of two-side galvanized and 106 pounds of zincrometal. In addition each vehicle contains approximately 1.5 pounds of zinc dust used in zinc-rich paints.

The average 1982 U. S. car used 6.8 pounds of zinc as a coating material, according to the survey. That excludes such other automotive uses of zinc such as die castings and zinc oxide in plastic and rubber parts.

On the basis of size, the average small car contains 253 pounds of zinc-coated product, an intermediate model 291 pounds and standard-size cars 310 pounds.

The ZI survey reportedly represents the first time any group has attempted to pinpoint the use of zinc-coated steel.

Trends in the Estimated Use of Aluminum in U.S. Passenger Automobiles



Aluminum—133 pounds

Industry aims for 135 pounds in '83 models

U. S. auto companies used an average of 133 pounds of aluminum per car in the 1982 model year, according to aluminum industry sources. Preliminary estimates were the figure would climb to 135 pounds in the 1983 model year.

The percentage of aluminum climbed to 4.4 percent of a typical car's total weight in '82, up slightly from 1981 and more than double 1976 (2.1 percent).

The 1984 Chevrolet Corvette, introduced in spring 1983, is aluminum's latest success story. It has more than 80 aluminum components that weigh a total of 375 pounds or 12.1 percent of the car's total weight of 3,100 pounds.

More aluminum is used in the new sports car than any automobile in the past. Upper and lower control arms and knuckles are made from aluminum forgings for the front and rear suspension. The lateral control support arm in the rear suspension is forged aluminum. It's the first time these major automobile components have been made from aluminum. Use of the metal in the parts saves approximately 75 pounds.

In the engine compartment, brackets holding the alternator, power steering elements and air conditioning compressor are die-cast aluminum.

For the first time ever an automobile prop shaft and its yokes are made from forged aluminum that is welded together. Even the lifting bracket for the engine is made from aluminum.

The brake rotor splash shield is aluminum. Brake calipers are a combination of iron and cast aluminum. The brake master cylinder is also aluminum.

In a unique design approach the new Corvette uses a U-shaped, stamped aluminum channel-beam to connect the rear of the transmission housing with the differential. The prop shaft runs inside the channel beam.

The heat stove tube, used to heat intake air, is made from bright aluminum tubing, mostly for appearance. The torque convertor housing is stamped aluminum sheet. The radiator has aluminum fins.

Ford Motor Co.'s 1983 Ford Tempo and Lincoln-Mercury Topaz boast an industry first: A cast aluminum oil pan, ribbed for rigidity to improve driveline smoothness. Aluminum also is used in the radiator for various applications.

A lot of work is going on with aluminum in experimental cars. One is the BL ECV3, an experimental energy conservation vehicle built with an aluminum structure and plastic body panels. The aluminum structural frame is a conventional monocoque type and includes the roof to which the plastic body panels are attached.

Estimated amount of aluminum in U. S. passenger automobiles

Mod. Yr.	Average Pass. Car Wgt. Lbs. (1)	Aluminum Application Lbs./Car (2)	Pct. of Alum.
1960	—	54	—
1961	—	63	—
1962	—	67	—
1963	—	70	—
1964	—	72	—
1965	—	71	—
1966	—	73	—
1967	—	71	—
1968	3863	72	1.9%
1969	3942	73	1.9%
1970	3877	78	2.0%
1971	3887	77	2.0%
1972	3942	78	2.0%
1973	3969	81	2.0%
1974	3968	83	2.1%
1975	4058	84	2.1%
1976	4059	87	2.1%
1977	3944	100	2.5%
1978	3587	114	3.2%
1979	3507	118	3.4%
1980	3283	120	3.7%
1981	3099	130	4.2%
1982	3009	133	4.4%

(1) Light Duty Fuel Economy Trends through 1982. SAE Paper 82-0300. (2) Aluminum Company of America (model years 1960-1971); Auto & Truck Committee, Aluminum Assn. and Industry sources (model years 1972-1982).

Powder metal operations at half capacity

Powder metallurgy (PM) industry executives agree that the economic outlook at the end of 1982 was uncertain and gloomy.

R. William Rosenquest, president of the Metal Powder Producers Assn. (MPPA), says the metal powder industry last year operated at 55 to 60 percent of capacity. Some companies did well, but only in specialized areas. Customer inventories were low or non-existent. The business outlook in early 1983 was not much better.

Robert C. Burgess, president of the Powder Metallurgy Parts Assn. (PMPA), said a 1982 survey of PMPA members, showed 74 percent of the respondents reporting shipments and backlogs down from 1981. Fifty-five percent said tool orders were up and 45 percent said they were the same or down.

The fabricators were almost split down the middle about the future. A little over 50 percent felt business would be up for 1983 and 48 percent said it would remain the same or down.

Leonard Confer, president of the Powder Metallurgy Equipment Assn., also reflected the current uncertainty in the industry. PMEA members queried by him said they operated at 64 percent of capacity in 1982, compared with 79 percent in 1981 and 88 percent in 1980. But equipment makers see an improving 1983.

Replacement belt and hose sales keep on climbing

With U. S. motorists owning their cars longer than ever, predictions are that retail sales of replacement belts and hose will reach an all-time high in 1983 of more than $870 million.

Paul J. Foley, Goodyear manager of automotive replacement products, said unit sales of V-belts and hose will increase from 5 to 7 percent this year after gains the past two years of 7 and 6 percent, respectively.

"Import cars that earned a significant market share in the late 1970s and early 1980s are now coming into their replacement parts age and will boost aftermarket belts and hose sales," Foley said.

Another factor cited by Foley is the aging of cars and trucks on the road. "The average age of a car should surpass seven years in 1983 while the average truck age is expected to be 7.4 years," Foley said. Nearly 2 percent more vehicles will be on the nation's highways next year, he said.

Fuel prices should remain stable and, consequently, the average car is likely to travel 3.6 percent more miles in 1983 or about 9,600 miles, according to Foley. Annual miles driven by all types of vehicles will rise more than 1.5 percent.

"Belts and hose continue to be purchased primarily on an emergency basis," Foley said. "A belt or hose failure disables a vehicle and its repair can't be delayed." This has helped belts and hose sales top the automotive replacement market average growth rate of 2 to 3 percent, he said.

Die casting sales decline 15 percent

Trends include shift from captive to custom plants

U. S. die casting industry sales declined to $5 billion in 1982—a 15 percent decrease — according to the American Die Casting Institute (ADCI).

ADCI said zinc custom die casting output declined 19.5 percent to 165,000 tons in 1982, with dollar sales down 15 percent. Aluminum custom castings were down 6 percent to 240,000 tons, with dollar sales declining 10.8 percent. Magnesium custom die castings (produced in much smaller quantities) declined 6 percent in pounds but rose 3 percent in dollars.

All categories reflected worsening business conditions and lower die casting sales in 1982.

While the recession was costly, it has made die casting more efficient, according to ADCI President Peter A. R. Findlay. Expenses have been controlled, markets expanded, modern technology implemented and productivity increased, he said, adding, "Die casting is now lean, tightly honed and poised, ready to move forward to meet customer needs."

Viewing 1982 industry developments, Findlay highlighted the new ZA high aluminum-zinc alloys. Use of these cold chamber alloys is increasing significantly, and ADCI sees great promise for marketing this new die casting material.

For 1983, ADCI sees a "slow but steady improvement in sales," with production gains tied to expansion in the primary automotive, appliance and housing end-markets.

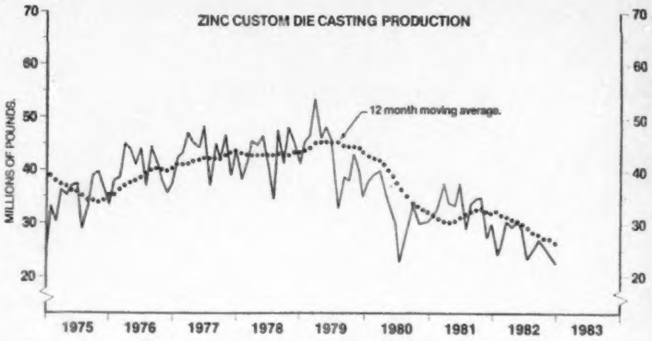
Structural changes include a shift from captive (large-company-owned die casting operations) to custom (independent die casting) plants. Because privately owned companies seem more efficient, several conglomerates and other large organizations began to close-down or sell captive units in favor of custom purchase, Findlay said.

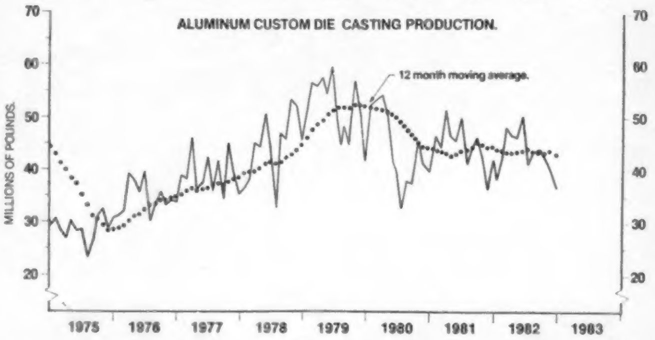
Sales of new tools are increasing, notwithstanding the present economy. This indicates corporate commitments to tool-up for new orders. When a recovery occurs, ensuing production will therefore be rapid, he predicted.

Findlay said markets are being diversified to lessen reliance on automotive industry customers. Die casters have been able to control labor, energy and metals costs, via internal efforts and economic forces. But costs are expected to increase steadily with a future business recovery, he predicted.

Findlay cautioned die casters to consider the problems of metals suppliers in today's recession. Long - term relationships and ability to receive supplies when markets improve are more important than hard-bargained price reductions, he said.

Another manufacturing trend is toward the Japanese "just-in-time" inventory delivery system. Automotive die casting customers are exploring this and contemplating its potential in light of America's longer supply lines and winter weather conditions.





Gradual recovery for tires

More OE sales to car and truck makers

The tire and rubber industry began a gradual economic recovery in 1982.

Donald G. Brotzman, president of the Rubber Manufacturers Assn., said, "Our statistical experts believe the worst is over, the recession has bottomed out, and that our industry has begun a slow recovery along with the automobile industry and business in general.

"We expect this gradual improvement to continue. We are not out of the woods yet, but at least we are headed in the right direction."

Brotzman based his guardedly optimistic forecast on three industry statistical reports by the RMA, covering tires, industrial products such as hose and belting, and mechanical rubber products such as molded, extruded and lathe cut goods.

"Our statistical committees predict slow but steady improvement over the next few years in all the main segments of our industry," Brotzman says.

The tire forecast shows U. S. demand for passenger tires growing from a total of 164.5 million units in 1982 to 172.5 million in 1983 and 181.3 million in 1984. Truck and bus tires are seen rising from 33.5 million, to 36.2 million in 1983 and 38.3 million in 1984.

The industrial products forecast, stated in dollar value instead of units, shows U. S. demand for hose growing from $845 million in 1982 to $870 million in 1983 and $915 million in 1984. The demand for flat belting is expected to grow from $335 million in 1982 to $345 million in 1983 and $360 million in 1984. The demand for V-belts is seen rising from $400 million in 1982 to $415 million in 1983 and $435 million in 1984.

The mechanical rubber products forecast, also in dollar value, shows U. S. demand for molded goods growing from $1.286 billion in 1982 to $1.429 billion in 1983. Demand for extruded goods is seen growing from $309 million in 1982 to $337 million in 1983. Demand for lathe-cut goods is seen rising from $54 million in 1982 to $59 million in 1983.

Auto industry estimates for 1983 indicate the market for original equipment auto tires will rise 10 percent, or 3.4 million tires, to 37.5 million tires,

A 1983 increase is forecast for original equipment truck tires to 4.9 million, compared with 4.4 million tires in 1982. The apparent low ratio of tires to trucks results from the fact that many light trucks are equipped with auto tires.

In the truck tire replacement market, demand should increase 3.2 percent to 28.9 million tires from 28 million a year ago.

Demand for radial-ply tires in the truck-tire replacement market should increase in 1983. Half the replacement tires for medium and heavy trucks will be of radial construction. In 1982, 45 percent of the replacement-truck tires shipped were radials.

- The Rubber Manufacturers Assn. for 1982 reported isolated examples of important growth in tire imports — in particular sizes, for example—but numbers overall are not big.

The table at right shows statistics for the past few years, according to RMA.

Forecast: Molded, Extruded and Lathe Cut Mechanical Rubber Products

	1982	1983
Total molded goods	$1,286,000,000	$1,429,000,000
Total extruded goods	309,000,000	337,000,000
Total lathe cut goods	54,000,000	59,000,000
GRAND TOTAL	$1,649,000,000	$1,825,000,000

Note: Forecast compiled by RMA Molded & Extruded Products Division Statistical Committee. Totals shown for each product represent U. S. demand. This includes domestic shipments less exports, plus imports. Figures based on 1981 dollars.

U. S. Tire Market

	1982	1983	1984
PASSENGER TIRES			
Shipments—Original Equipment	35.5	42.5	50.3
Replacement	129.0	130.0	131.0
TRUCK & BUS TIRES			
Shipments—Original Equipment	5.6	6.5	7.1
Replacement	27.9	29.7	31.2
TRACTOR-IMPLEMENT TIRES			
Shipments—Original Equipment	1.1	1.4	1.7
Replacement	2.1	2.5	2.8

Note: Forecast compiled by RMA Tire Statistical Committee. Total for each product shows U. S. demand including shipments and imports. All figures are in millions of units.

Forecast: Industrial Products

	1982	1983	1984	1985	1986	1987
Hose	$845	$870	$915	$955	$990	$1,025
Flat Belting	$335	$345	$360	$370	$380	$ 390
V-Belts	$400	$415	$435	$450	$465	$ 475

Note: Forecast compiled by RMA Industrial Products Division Statistical Committee. Totals shown for each product (in millions of 1982 dollars) represent U. S. demand. This includes domestic shipments less exports, plus imports. Hose products are reinforced hose, rubber or plastic except garden hose. Flat belting is all conveyor, elevator and flat transmission belting of rubber or plastic. V-belts are all power transmission belts including industrial and automotive other than flat, of rubber or plastic, including belts made for original equipment and replacement.

Machine tool orders almost down by half

The American machine tool industry closed its books for 1982 with orders off almost 50 percent from 1981.

According to the National Machine Tool Builders' Assn., total net new orders of metal-cutting and metal-forming tools decreased 49 percent for the 12-month period ending December 31. Orders for the years were the lowest since 1975, reaching $1,498,550,000 compared to $2,944,850,000 in 1981.

Industry shipments were off 29 percent at $3,607,200,000, marking the first decrease in shipments in six years.

"It's a very alarming situation," commented NMTBA President James A. Gray. "Our industry is being squeezed by a massive and unabated foreign intrusion on one side and a stagnant domestic economy on the other."

Gray pointed to the industry's drastic reduction in order backlog as another discouraging sign. "These extremely low backlog levels are bound to have a negative impact on 1983 shipments," Gray said.

Imports of Passenger Car Tires

Year	Tires	Pct. of Market
1982	16,900,000	10.4
1981	17,500,000	10.9
1980	13,700,000	8.7
1979	15,200,000	8.2

Imports of Truck and Bus Tires

Year	Tires	Pct. of Market
1982	3,700,000	11.7
1981	3,900,000	11.8
1980	4,300,000	13.0
1979	4,800,000	11.4

White was most popular paint color in 1982

White was 1982's most popular car-paint color—displacing light blue, the 1981 leader—but dark grey posted the largest increase, according to DuPont Co.

Based on production figures from leading domestic-car makers, the report covers two general classifications — full-sized/intermediates and compacts.

White accounted for 11.3 percent of the larger models, up from 10.6 percent. Dark blue moved from fourth to second with 10.9 percent, up 2.3 percentage points from last year, while the new dark red-brown and dark-grey took over third and fourth, with 9.8 percent and 9.4 percent, respectively.

Light blue-green gained 1.2 percentage points, to appear on 8.9 percent of the bigger cars. But it still slipped a notch to fifth. Light blue was off 1.6 percentage points, at 8.5 percent, dropping from second to sixth among the bigger cars.

Silver and white — two-three for compacts in 1981 — both gained a percentage point to tie for first with 12.6 percent. Light blue—the '81 compact-car leader—fell a half point to rank third at 12.1 percent.

Dark grey, which scored impressively among the larger cars, leaped 7.8 percentage points, to move from 15th to fourth place, with 9.1 percent of the compact market. Dark blue was off a fraction at 8.8 percent, slipping from fourth to fifth. Red jumped almost four points on the compact-car list, moving from ninth to sixth place, with 8.6 percent of the market.

NET NEW ORDERS — MACHINE TOOLS

(Thousands of Dollars)

	METAL CUTTING			METAL FORMING			TOTAL Cutting & Forming		
	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total
1982	$ 890,400	174,850	1,065,250	371,750	61,550	433,300	1,262,150	236,400	1,498,550
1981	$1,945,800	282,300	2,228,100	616,850	99,900	716,750	2,562,650	382,200	2,944,850
% Change 1982: 1981	-54.2	-38.1	-52.2	-39.7	-38.4	-39.5	-50.7	-38.1	-49.1

SHIPMENTS — MACHINE TOOLS

	METAL CUTTING			METAL FORMING			TOTAL Cutting & Forming		
	Domestic	Foreign	Total	Domestic	Foreign	Total	Domestic	Foreign	Total
1982	$2,601,550	296,000	2,897,550	599,750	109,900	709,650	3,201,300	405,900	3,607,200
1981	$3,552,450	552,050	4,104,500	824,200	166,900	991,100	4,376,650	718,950	5,095,600
% Change 1982: 1981	-26.8	-46.4	-29.4	-27.2	-34.2	-28.4	-26.9	-43.5	-29.2

Source: National Machine Tool Builders' Assn.

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Louis C. Einwick

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Keith W. Howard

Tim Doran

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John F. Bird

Jim Upp

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Wallace E. Peters

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Thurm Brendlinger

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Jerry L. Wheeler

Barbara Shulman

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Thomas G. Marsh

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J. Ronald Nowland

Gerard N. Murphy

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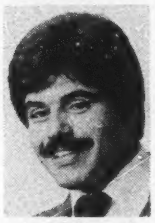
Richard F. Evans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Larry C. Oberlin

Gary D. Williams

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WYOMING
Wyoming Automobile Dealers Assn., 259 S. Center St., Casper, Wyo. 82602. JAMES F. FRIEDLUND, exec. vice pres.

James F. Friedlund

SALES PER OUTLET BY CORPORATION

Domestic new-car sales per U. S. dealership

	American Motors	Chrysler Corp.	Ford Motor	General Motors	Studebaker		All U.S. Industry*
1955	49	129	225	215	47		175
1956	47	104	189	183	44		148
1957	56	130	194	169	30		154
1958	75	83	133	141	21		118
1959	127	97	199	169	53		158
1960	142	141	214	197	44		184
1961	125	104	208	193	34		172
1962	139	119	232	261	37		212
1963	139	163	243	283	33		233
1964	125	186	276	294	15		246
1965	115	213	318	351	8		299
1966	104	214	321	331			290
1967	100	212	258	321			270
1968	112	244	318	345			304
1969	104	233	332	351			307
1970	109	230	328	268			269
1971	114	240	343	361			320
1972	141	249	360	361			329
1973	205	284	399	421			380
1974	176	229	330	310			296
1975	177	201	298	318			286
1976	140	271	340	409			353
1977	112	254	384	442			374
1978	105	239	389	464			377
1979	97	202	322	426			333
1980	88	163	237	367			280
1981	85	193	236	349		241	280
1982	96	189	243	338		164	277

* Average for all U. S. industry includes Studebaker for 1955-1964. 1973-1982 figures based on retail sales. Prior years based on R. L. Polk registrations.

1982 CROSS BORDER AUTO SHIPMENTS

Company—Division & Makes Names	# Cars Built in Canada for sale in the U.S. in 1982 Cal. Yr.	# Cars Built in U.S. for sale in Canada in the 1982 Cal. Yr.
AMERICAN MOTORS	26,465	10,457
AMC Total	26,465	3,426
Concord	11,143	1,332
Spirit	948	1,543
SX-4	2,693	107
Eagle	11,681	444
RENAULT Total	....	7,031
Alliance	....	7,031
CHRYSLER CORP.	135,209	82,334
Plymouth Total	18,434	35,690
Horizon	....	10,231
Reliant	....	23,903
Caravelle	....	1,556
Gran Fury	18,434	....
Chrysler Total	84,856	12,864
New Yorker	70,652	....
LeBaron	....	11,186
Cordoba	14,204	....
Chrysler E	....	1,678
Dodge Total	31,919	33,780
Omni	....	9,802
Aries	....	20,536
Mirada	6,402	....
Diplomat	23,891	....
D400	....	1,953
Imperial	1,626	....
D600	....	1,489
FORD	223,309	58,160
Ford Division	208,385	34,933
Escort	69,509	9,230
Fairmont	....	5,987
Mustang	....	9,566
Granada	....	5,326
Thunderbird	....	1,833
Ford	122,796	....
EXP	16,080	....
LTD	....	2,991
L&M Division	14,924	23,227
Mercury Total	14,924	21,619
Lynx	9,340	3,495
Capri	....	3,082
Zephyr	....	2,470
Cougar	....	3,931
XR-7	....	957
Marquis	....	5,529
LN7	5,584	....
Grand Marquis	....	2,155
Lincoln Total	....	1,608
Continental	....	334
Lincoln	....	928
Mark VI	....	346
GENERAL MOTORS	228,697	171,573
Buick Division	....	30,423
Skylark	....	9,794
Skyhawk	....	2,672
Century	....	6,124
Regal	....	5,076
Electra	....	2,105
LeSabre & Estate Wgn.	....	3,774
Riviera	....	878
Cadillac Division	....	2,459
Cimarron	....	98
Seville	....	320
Eldorado	....	387
Cadillac	....	1,654
Chevrolet Division	159,174	68,547
Chevette	....	28,859
Cavalier	....	6,401
Celebrity	13,107	....
Camaro	....	13,395
Citation	....	7,490
Malibu	....	9,171
Monte Carlo	....	3,055
Chevrolet	146,067	....
Corvette	....	176
Oldsmobile Division	48,394	29,206
Omega	....	7,889
Firenza	....	2,485
Cutlass	48,394	....
C-Ciera	....	7,952
Oldsmobile	....	10,056
Toronado	....	824
Pontiac Division	21,129	40,938
2000	....	5,223
T1000	....	1,120
Firebird	....	10,297
Phoenix	....	6,761
Grand Prix	14,648	2,599
Bonneville	6,481	4,945
Acadian	....	9,993
CHECKER	....	48
VOLVO	3,305	....
TOTAL CARS	616,985	322,572

U. S. CAR SCRAPPAGE SINCE 1950

CARS IN USE ON JULY 1		CARS IN USE ON JUNE 30		Growth of Cars in Use During Period	New Cars Registered 7/1 - 6/30	Cars Scrapped During Period	Growth % of Cars in Use	Scrappage % of New Cars Regis. During Period	Scrappage % of Cars in Use on July 1
1950	35,923,583	1951	38,515,538	2,591,955	6,305,372	3,713,417	7.7	58.9	10.3
1951	38,515,538	1952	39,769,741	1,254,203	4,392,192	3,137,989	3.3	71.4	8.1
1952	39,769,741	1953	42,202,349	2,432,608	4,898,544	2,465,936	6.1	50.3	6.2
1953	42,202,349	1954	44,387,113	2,184,764	5,675,764	3,491,000	5.2	61.5	8.3
1954	44,387,113	1955	47,377,970	2,990,857	6,238,293	3,247,436	6.7	52.1	7.3
1955	47,377,970	1956	49,803,977	2,426,007	6,738,766	4,312,759	5.1	64.0	9.1
1956	49,803,977	1957	51,432,460	1,628,483	5,937,636	4,309,153	3.3	72.6	8.7
1957	51,432,460	1958	52,492,509	1,060,049	5,281,856	4,221,807	2.1	79.9	8.2
1958	52,492,509	1959	55,086,761	2,594,252	5,575,893	2,981,641	4.9	53.5	5.7
1959	55,086,761	1960	57,102,676	2,015,915	6,364,634	4,348,719	3.7	68.3	7.9
1960	57,102,676	1961	58,854,380	1,751,704	6,045,822	4,294,118	3.1	71.0	7.5
1961	58,854,380	1962	60,919,579	2,065,199	6,425,973	4,360,774	3.5	67.9	7.4
1962	60,919,579	1963	63,493,277	2,573,698	7,314,715	4,741,017	4.2	64.8	7.8
1963	63,493,277	1964	66,051,415	2,558,138	7,877,424	5,319,286	4.0	67.5	8.4
1964	66,051,415	1965	68,939,770	2,888,355	8,592,728	5,704,373	4.4	66.4	8.6
1965	68,939,770	1966	71,263,738	3,023,968(1)	9,197,480	6,173,512	4.4	67.1	9.0
1966	71,263,738	1967	72,967,686	1,703,948	8,688,162	6,984,214	2.4	80.4	9.8
1967	72,967,686	1968	75,358,034	2,390,348	8,590,365	6,200,017	3.3	72.2	8.5
1968	75,358,034	1969	78,494,938	3,136,904	9,485,392	6,348,488	4.2	66.9	8.4
1969	78,494,938	1970	80,448,463	1,953,525	9,414,509	7,460,984	2.5	79.2	9.5
1970	80,448,463	1971	83,137,324	2,688,861	8,709,902	6,021,041	3.3	69.1	7.5
1971	83,137,324	1972	86,438,957	3,120,633(2)	10,178,662	7,058,029	3.8	69.3	8.5
1972	86,438,957	1973	89,805,159	3,366,202	11,353,586	7,987,384	3.9	70.4	9.2
1973	89,805,159	1974	92,607,551	2,802,392	9,996,071	7,193,679	3.1	72.0	8.0
1974	92,607,551	1975	95,240,602	2,633,051	8,301,759	5,668,708	2.8	68.3	6.1
1975	95,240,602	1976	97,818,221	2,577,619	9,406,522	6,828,903	2.6	72.6	7.2
1976	97,818,221	1977	99,903,594	2,085,373	10,319,298	8,233,925	2.1	79.8	8.4
1977	99,903,594	1978	102,956,713	3,053,119	10,960,194	7,907,075	3.1	72.1	7.9
1978	102,956,713	1979	104,676,507	1,719,794	11,032,068	9,312,274	1.7	84.4	9.0
1979	103,365,589*	1980	104,563,781	1,198,192	9,603,185	8,404,993	1.2	87.5	8.1
1980	104,563,781	1981	105,838,582	1,274,801	8,817,281	7,542,480	1.2	85.5	7.2
1981	105,838,582	1982	106,867,108	1,028,526	7,949,799	6,921,273	1.0	87.1	6.5

*—Adjusted to reflect transfer of 1,310,918 passenger vans to truck total.

(1)—Each year many trucks are issued passenger car license plates due to their intended usage or local state laws. Beginning in 1966 VIN prefixes were utilized to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

(2)—Each year vehicles registered in one state to an address in a different state have been excluded from the count of vehicles in operation. Beginning in 1971 approximately 181,000 passenger cars registered to fleets at out-of-state addresses have been included.

Adjustments for the absence of Oklahoma and other states have been made where applicable.

R. L. POLK & CO. MOTOR STATISTICAL DIVISION

U. S. TRUCK SCRAPPAGE SINCE 1950

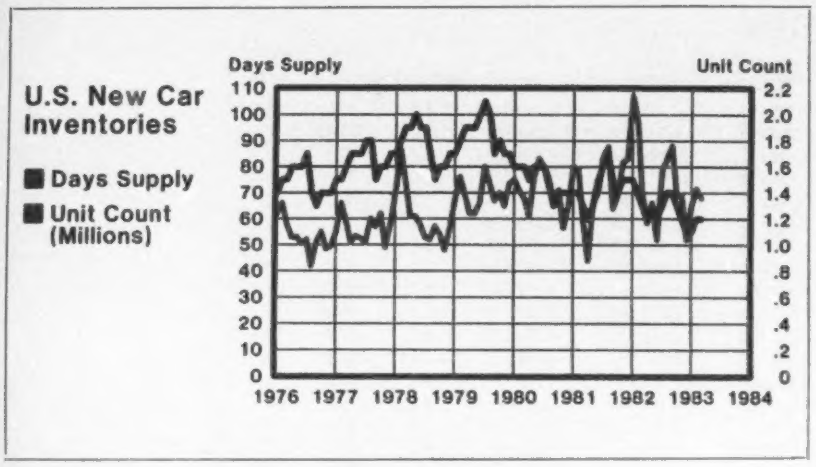
TRUCKS IN USE ON JULY 1		TRUCKS IN USE ON JUNE 30		Growth of Trucks in Use During Period	New Trucks Registered 7/1 - 6/30	Trucks Scrapped During Period	Growth % of Trucks in Use	Scrappage % of New Trucks Regis. During Period	Scrappage % of Trucks in Use on July 1
1950	7,577,037	1951	8,064,883	487,846	1,147,854	660,008	6.4	57.5	8.7
1951	8,064,883	1952	8,419,855	354,972	886,807	531,835	4.4	60.0	6.6
1952	8,419,855	1953	8,692,574	272,719	888,651	615,932	3.2	69.3	7.3
1953	8,692,574	1954	8,800,408	107,834	888,347	780,513	1.2	87.9	9.0
1954	8,800,408	1955	9,162,444	362,036	829,695	467,659	4.1	56.4	5.3
1955	9,162,444	1956	9,544,082	381,638	977,895	596,257	4.2	61.0	6.5
1956	9,544,082	1957	9,775,950	231,868	862,171	630,303	2.4	73.1	6.6
1957	9,775,950	1958	10,056,567	280,617	782,862	502,245	2.9	64.2	5.1
1958	10,056,567	1959	10,532,145	475,578	847,663	372,085	4.7	43.9	3.7
1959	10,532,145	1960	10,802,959	270,814	961,382	690,568	2.6	71.8	6.6
1960	10,802,959	1961	11,042,770	239,811	886,602	646,791	2.2	73.0	6.0
1961	11,042,770	1962	11,463,381	420,611	996,514	575,903	3.8	57.8	5.2
1962	11,463,381	1963	11,902,039	438,658	1,158,697	720,039	3.8	62.1	6.3
1963	11,902,039	1964	12,444,964	542,925	1,322,795	779,870	4.6	59.0	6.6
1964	12,444,964	1965	13,126,579	681,615	1,417,590	735,975	5.5	51.9	5.9
1965	13,126,579	1966	14,356,591	530,012(1)	1,603,605	1,073,593	4.0	66.9	8.2
1966	14,356,591	1967	14,988,491	631,900	1,578,549	946,649	4.4	60.0	6.6
1967	14,988,491	1968	15,684,917	696,426	1,556,968	860,542	4.6	55.3	5.7
1968	15,684,917	1969	16,586,368	901,451	1,867,454	966,003	5.7	51.7	6.2
1969	16,586,368	1970	17,687,505	1,101,137	1,938,310	837,173	6.6	43.2	5.0
1970	17,687,505	1971	18,462,287	774,782	1,818,659	1,043,877	4.4	57.4	5.9
1971	18,462,287	1972	19,772,938	1,310,651	2,358,682	1,048,031	7.1	44.4	5.7
1972	19,772,938	1973	21,411,931	1,638,993	2,846,529	1,207,536	8.3	42.4	6.1
1973	21,411,931	1974	23,312,245	1,900,314	2,947,521	1,047,207	8.9	35.5	4.9
1974	23,312,245	1975	24,812,843	1,500,598	2,408,297	907,699	6.4	37.7	3.9
1975	24,812,843	1976	26,560,296	1,747,453	2,844,910	1,097,457	6.6	38.6	4.4
1976	26,560,296	1977	28,221,661	1,661,365	3,329,018	1,667,653	5.9	50.1	6.3
1977	28,221,661	1978	30,564,701	2,343,040	3,769,334	1,426,294	8.3	37.8	5.1
1978	30,564,701	1979	32,582,991	2,018,290	3,934,432	1,916,142	6.6	48.7	6.3
1979	33,893,909*	1980	35,267,535	1,373,626	3,105,296	1,731,670	4.1	55.8	5.1
1980	35,267,535	1981	36,069,197	801,662	2,320,208	1,518,546	2.3	65.4	4.3
1981	36,069,197	1982	36,986,537	917,340	2,376,135	1,458,795	2.5	61.4	4.0

*—Adjusted to reflect transfer of 1,310,918 passenger vans from passenger car total to truck total.

1.—Each year many trucks are issued passenger car license plates due to their intended usage or local states laws. Beginning in 1966 VIN prefixes were utilized to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

Note: Adjustments for the absence of Oklahoma and other states have been made where applicable.

R. L. POLK & C°. MOTOR STATISTICAL DIVISION



COST OF OPERATING CARS IN U. S. AREAS

Basing Point	Fixed Per Day	Running Per Mile
Portland, Oregon	$6.70	8.30c
San Francisco, California	7.53	9.35
Spokane, Washington	6.84	8.70
Sacramento, California	6.76	9.50
Boise, Idaho	6.34	8.70
Butte, Montana	6.20	8.60
Denver, Colorado	6.42	8.65
El Paso, Texas	7.22	7.90
Omaha, Nebraska	6.99	8.50
Dodge City, Kansas	6.56	7.30
Corpus Christi, Texas	6.96	7.20
Duluth, Minnesota	6.40	8.30
Des Moines, Iowa	6.38	7.35
Kansas City, Missouri	6.94	7.35
Joplin, Missouri	6.60	7.05
St. Louis, Missouri	7.27	7.45
Tulsa, Oklahoma	6.50	7.30
Ft. Smith, Arkansas	6.69	8.25
Houston, Texas	7.93	7.35
Jackson, Mississippi	6.44	8.80
New Orleans, Louisiana	7.15	8.55
Chicago, Illinois	6.98	7.75
Milwaukee, Wisconsin	6.61	7.55
Louisville, Kentucky	6.56	8.20
Nashville, Tennessee	6.06	8.45
Birmingham, Alabama	6.20	8.60
Traverse City, Michigan	6.39	8.30
Youngstown, Ohio	6.97	7.25
Syracuse, New York	6.95	8.20
Elmira, New York	6.78	7.45
Pittsburgh, Pennsylvania	6.73	8.50
Williamson, West Virginia	6.36	8.50
Chattanooga, Tennessee	6.37	8.55
Saratoga Springs, New York	7.04	8.40
New York, New York	8.23	8.50
Chelsea, Massachusetts	8.99	7.20
Bayonne, New Jersey	7.57	7.20
Norfolk, Virginia	6.41	7.45
Charleston, South Carolina	7.79	8.45
Miami, Florida	7.04	7.50

Footnotes:

1. Above costs are based on representative model 1982 Ford, Chevrolet, Plymouth compact cars, 6 cylinder engines, 4 doors, equipped with standard accessories, radio, automatic transmission, power steering and power disc brakes.
2. Fixed costs include depreciation, based on a 4-year trade-in cycle or 60,000 miles, whichever comes first, individual state license fees and taxes, individual state sales and user taxes, financing costs and insurance premiums based on a commutation category, where the vehicle is driven less than 10 miles to or from work and there is no youthful operator; $100 deductible comprehensive, $250 deductible collision, $100/300M bodily injury and $50M property damage.
3. The running costs include the cost of fuel (no-lead regular), oil, normal preventive maintenance, repair costs, washing, lubrication and tires.
4. If the mileage exceeds 15,000 per year, add a further depreciation allowance of 4.2c per mile.

Source: RUNZHEIMER AND
COMPANY, INC.
International
Management Consultants
for Business Travel
and Living Expenses

Runzheimer Park
Rochester, WI 53167
Telephone:
414/534-3121
Telex: 910/278-2910

U. S. NEW-CAR INVENTORIES

(Compiled by Automotive News)

	Count Unit	Supply Days'
1976		
January 1	1,418,591	62
February 1	1,501,929	66
March 1	1,566,934	58
April 1	1,591,012	53
May 1	1,612,176	53
June 1	1,607,107	50½
July 1	1,659,942	52
August 1	1,455,336	42
September 1	1,304,146	51
October 1	1,414,864	55
November 1	1,377,997	48½
December 1	1,423,150	49½
1977		
January 1	1,464,657	55
February 1	1,535,279	66
March 1	1,645,127	59
April 1	1,697,158	51
May 1	1,696,984	53½
June 1	1,746,603	52½
July 1	1,805,829	51
August 1	1,762,740	60
September 1	1,526,874	57
October 1	1,628,237	62
November 1	1,629,347	49
December 1	1,709,015	58
1978		
January 1	1,730,914	70
February 1	1,887,540	66½
March 1	1,951,780	74½
April 1	1,991,003	61
May 1	2,007,914	61
June 1	1,970,221	58
July	1,911,089	53
August 1	1,724,195	52
September 1	1,510,410	57
October 1	1,606,309	54
November 1	1,629,382	48
December 1	1,717,908	56
1979		
January 1	1,729,221	67
February 1	1,872,697	76
March 1	1,957,340	69½
April 1	1,974,082	62
May 1	1,913,597	62
June 1	2,033,997	66
July 1	2,152,834	80
August 1	2,026,315	73½
September 1	1,752,661	67
October 1	1,751,694	70
November 1	1,743,012	65
December 1	1,767,097	73½
1980		
January 1	1,661,718	75
February 1	1,598,548	71
March 1	1,610,544	68
April 1	1,567,187	61
May 1	1,584,804	76
June 1	1,597,866	83
July 1	1,627,857	80
August 1	1,506,681	72
September 1	1,336,595	69
October 1	1,373,383	71
November 1	1,389,549	56½
December 1	1,439,998	65
1981		
January 1	1,448,450	80
February 1	1,421,023	78½
March 1	1,334,919	59
April 1	1,216,068	44
May 1	1,348,836	66
June 1	1,471,656	70
July 1	1,664,871	83½
August 1	1,675,193	87½
September 1	1,485,692	64
October 1	1,426,922	69
November 1	1,480,768	81½
December 1	1,491,078	83
1982		
January 1	1,471,053	107
February 1	1,431,983	97
March 1	1,325,073	70
April 1	1,246,648	58½
May 1	1,260,633	66
June 1	1,212,727	52
July 1	1,364,214	78½
August 1	1,377,130	83
September 1	1,379,434	88
October 1	1,350,366	69
November 1	1,295,704	69
December 1	1,164,338	52
1983		
January 1	1,125,989	65
February 1	1,180,291	71½
March 1	1,248,384	68
April 1	1,235,313	55½

TREND IN PRICES OF USED CARS

Average 'sold' prices at wholesale auctions

1983

		March	
		Feb.	$4,733
		Jan.	4,646

1982

Dec.	$4,505	June	$4,708
Nov.	4,569	May	4,799
Oct.	4,513	April	4,710
Sept	4,807	March	4,781
Aug.	4,910	Feb.	4,687
July	4,885	Jan.	4,904

1981

Dec.	$4,117	June	$4,286
Nov.	4,315	May	4,326
Oct.	4,364	April	4,116
Sept.	4,321	March	4,076
Aug.	4,548	Feb.	4,076
July	4,398	Jan.	3,981

1980

Dec.	$3,569	June	$3,349
Nov.	3,795	May	3,183
Oct.	3,665	April	3,102
Sept.	3,545	March	3,112
Aug.	3,649	Feb.	3,207
July	3,289	Jan.	3,175

1979

Dec.	$3,262	June	3,120
Nov.	3,293	May	3,023
Oct.	3,266	April	3,227
Sept.	3,133	March	3,303
Aug.	3,231	Feb.	3,462
July	2,913	Jan.	3,373

1978

Dec.	$3,271	June	$3,172
Nov.	3,162	May	3,326
Oct.	3,139	April	3,271
Sept.	3,168	March	3,167
Aug.	3,386	Feb.	3,048
July	3,210	Jan.	2,840

1977

Dec.	$2,669	June	$2,687
Nov.	2,889	May	2,796
Oct.	2,755	April	2,913
Sept.	2,642	Mar.	2,998
Aug.	2,617	Feb	2,838
July	2,489	Jan.	2,563

1976

Dec.	$2,692	June	$2,716
Nov.	2,802	May	2,786
Oct.	2,708	April	2,496
Sept.	2,563	Mar.	2,351
Aug.	2,787	Feb.	2,422
July	2,506	Jan.	2,263

1975

Dec.	$2,040	June	$2,271
Nov.	2,041	May	2,070
Oct.	2,054	April	2,187
Sept.	2,171	March	1,916
Aug.	2,127	Feb.	1,979
July	2,232	Jan.	2,075

1974

Dec.	$1,742	June	$2,113
Nov.	2,057	May	1,951
Oct.	1,981	April	1,875
Sept.	2,003	March	1,843
Aug.	2,031	Feb.	1,738
July	2,027	Jan.	1,552

1973

Dec.	$1,568	June	$1,629
Nov.	1,682	May	1,679
Oct.	1,659	April	1,762
Sept.	1,637	March	1,700
Aug.	1,734	Feb.	1,833
July	1,587	Jan.	1,762

1981-82 PRICE AVERAGE BY MONTH AT AUCTIONS

1981	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1981	$7,757	$7,138	$8,432	$8,014	$7,326	$7,126	$7,619	$8,434	$7,546	$7,074	$6,689	$6,424
1980	5,667	5,704	5,606	5,872	5,697	5,856	6,008	6,130	5,814	5,697	5,454	5,363
1979	4,726	4,773	5,001	4,807	4,843	4,857	5,000	5,122	5,051	4,922	4,657	4,321
1978	3,585	3,705	3,661	3,748	3,845	3,669	3,872	4,031	3,963	3,731	3,782	3,475
1977	3,125	2,997	2,888	2,866	3,086	2,972	3,142	3,160	3,045	2,927	2,733	2,590
1976	2,092	2,265	2,226	2,144	2,204	2,288	2,291	2,413	2,122	2,140	2,099	2,026
1975	1,541	1,663	1,525	1,605	1,706	1,699	1,686	1,567	1,587	1,628	1,562	1,361
1974	1,280	1,205	1,347	1,356	1,457	1,379	1,314	1,248	1,180	1,258	....	....
Overall Average	$3,981	$4,076	$4,076	$4,116	$4,326	$4,286	$4,398	$4,548	$4,321	$4,364	$4,315	$4,117

1982	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
1982	$7,432	$7,719	$9,019	$8,891	$9,102	$9,646	$9,371	$8,749	$8,253	$7,962	$6,961	$6,811
1981	6,435	6,422	6,839	6,979	6,995	6,892	6,824	6,591	6,564	6,457	6,141	6,157
1980	5,144	5,282	5,439	5,472	5,439	5,367	5,377	5,348	5,204	5,115	4,904	4,811
1979	5,184	4,487	4,759	4,636	4,807	4,768	4,823	4,830	4,907	4,511	4,479	4,148
1978	3,633	3,658	3,849	3,764	3,874	3,637	3,872	3,867	3,822	3,493	3,424	3,125
1977	2,857	2,783	2,953	2,917	2,986	2,950	2,935	3,038	3,010	2,812	2,822	2,649
1976	2,343	2,189	2,281	2,183	2,146	2,041	2,103	2,046	1,976	2,091	2,001	2,021
1975	1,854	1,798	1,695	1,491	1,539	1,415	1,686	1,357	1,271	1,355	......	......
Overall Average	$4,904	$4,687	$4,781	$4,710	$4,799	$4,708	$4,885	$4,910	$4,807	$4,513	$4,569	$4,505

Market Data Book Index

Page

Adjustable steering columns, factory installations 74
Air conditioning installations 72
Album of imported cars 50-56
Body designations 90
Assembly plants, cars and trucks 16
Associations, auto industry 150
Association managers, new-car dealers 147-149
Auctions, price averages by model year 200
Auctions, used-car price trends 200
Auto industry associations 150
Auto industry top executives 112-148
Auto industry Roster of Companies 150-196
Auto makers, top 10 worldwide 4
Automatic transmission installations 74
Auto prices, imports 66
Auto prices, U. S. 64-66
Axle ratios, imports 58-59
Axle ratios, U. S. cars 48-49

Body designations 90
Brakes, power, installations 72
Bucket seats, installations 75
Buyers' guide, dealers 196-198

Canada, car and truck assembly plants 16
Canada, truck production 10
Canada-U. S. cross-border shipments 199
Car assembly plants 16
Car price, average retail 64
Car prices, imports 66
Car prices, U. S. 64-66
Car scrappage since 1950 199
Companies in auto industry 150-196
Cost of operating cars 200
Cross-border shipments, U. S.-Canada 199

Dealer association managers, state, local 146-148
Dealer buyers' guide 196-198
Dealers, car sales per 20, 22
Dealers, import 98
Dealers, dollar sales 100
Dealers, truck 100
Dealers, truck registrations per 22
Dealers, U. S. makes 98
Diesel car sales 70
Diesels, car installations 70
Diesel trucks, factory sales 10
Delivery (multistop) trucks, factory sales 10
Dimensions, imports 58-59
Dimensions, U. S. cars 48-49
Dollar sales, U. S. car makers 86
Dollar sales, U. S. new-car dealers 100

Engines, four-cylinder, installations 70
Engines, options 70
Engines, six-cylinder, installations 70
Engines, specifications, imports 58-59
Engines, specifications, U. S. cars 48-49
Engines, V-8, installations 70
Executives, auto industry 112-148

Factory sales, special body trucks 10
Financial data 86
Fleets, operating expenses 100
Four-cylinder engine installations 70
Franchises, domestic 98
Franchises, import 98

Geographical trends in production 16
GVW, truck registrations by 32

Import dealers 98
Imported car pictures 50-56

Page

Imports, franchises 98
Imports, outlets 98
Imports, prices 66
Imports, retail outlets 98
Imports, sales, by makers, since 1974 26
Imports, sales by model 26
Imports, sales per outlet 22, 26
Imports, specifications 58-59
Inventories, U. S. new cars 200

Japan, registrations 36

Machine tool orders 108
Machine tool shipments 108
Managers of state and local dealer associations 147-149
Manufacturers review 86-94
Market class, models offered 60
Market class, sales by month 24
Market shares, new-car registrations 36
Models, by size class 60
Models offered, by make 60
Models, offered, by market class 60
Models, prices compared 64-65
Multistop delivery trucks, factory sales 10

NADA presidents 98
New-car inventories 200
New-car registrations, by divisions 20
New-car registrations by make and states 28
New-car registrations since 1946 34
New-car registrations, by models 20
New-truck registrations by GVW 32
New-truck registrations, by make and years 32
New-truck registrations, by states 30

Operating costs of cars in various areas 200
Options, adjustable steering column installations 74
Options, air conditioning 72
Options, automatic transmission installations 74
Options, bucket seat installations 75
Options, diesel installations 70
Options, engines 70
Options, five-speed transmission installations 74
Options, four-cylinder engine installations 70
Options, four-speed transmission installations 74
Options, power brake installations 72
Options, power equipment 72
Options, power seat installations 75
Options, power side window installations 72
Options, power steering installations 72
Options, radio installations 78
Options, rear window defogger installations 72
Options, six-cylinder engine installations 70
Options, steel radial tire installations 80
Options, stereo tape unit installations 78
Options, sunroof installations 82
Options, tires 80
Options, V-8 engine installations 70
Options, vinyl top installations 82
Options, whitewall tire installations 80
Outlets, imported cars 98
Outlets, trucks 100
Outlets, truck registrations per 22

Pictures, imported cars 50-56
Pictures, U. S. cars 42-47
Power brake installations 72
Power equipment options 72
Power seat installations 75
Power side window installations 72
Power steering installations 72

Page

Presidents, NADA 98
Price, average retail 64
Prices, compared by model 64-65
Prices, imported cars 66
Prices, U. S. cars 64-65
Prices, used car averages by model year 200
Prices, used car trend 200
Profits, losses, U. S. car makers 86
Production, by calendar years 16
Production, by country 4
Production, by geographic regions, U. S. 16
Production, by make and month, U. S. 6
Production, by model years, U. S. 16
Production, by size category, U. S. 12
Production, calendar year, U. S. 12
Production, Canadian cars, by make & month 8
Production, Canadian, shares of total 8
Production, Canadian cars by calendar year 8
Production, Canadian trucks, by calendar year 8
Production, geographical trends, U. S. 16
Produtcion, model run, by size class 13
Production, model year, by make 13
Production, top 10 worldwide 4
Production, total by months 10
Production, truck, Canadian 10
Production, truck, by make and month 10
Production, truck totals by month 10
Production, van and light truck 10
Production, where cars, trucks are built 16
Production, World 4

Reinforced plastics shipments 104
Radial tires, steel-belted, installations 80
Radios, factory installations 78
Recreational vehicle shipments 36
Registrations, Austria 36
Registrations, Belgium 36
Registrations, Holland 36
Registrations, Japan 36
Registrations, new cars by division 20
Registrations, new cars, by makes and states 28
Registrations, new-car market shares 36
Registrations, new-cars, by model 20
Registrations, new-car since 1946 34
Registrations, new trucks by states 30
Registrations, overseas 36
Registrations, per outlet, trucks 22
Registrations, records, cars and trucks 24
Registrations, truck, since 1951 32
Registration, trucks 20
Registrations, trucks, by make and GVW 32
Registrations, trucks, by make and state 30
Registrations, trucks, by makes and year 32
Registrations, UK 36
Registrations, U. S. 20
Registrations, W. Germany 36
Retail outlets, domestic 98
Retail outlets, imports 98
Retail outlets, trucks 100
Roster of auto firms, executives 150-196
RV shipments 36

Sales, by make 22
Sales, by market class 24
Sales, by month, by market class shares 24
Sales, by nameplate 22
Sales, cars, by year 24
Sales, diesel cars 70
Sales, dollar, U. S. dealers 100
Sales, dollar, U. S. makers 86
Sales, imports 22
Sales, imports, by make, since 1974 26
Sales per outlet by size categories 24

Page

Sales per outlet, cars, by years 20
Sales per outlet, imports 22
Sales per outlet, U. S. makes 20, 22
Sales, trucks, Big 3 22
Scrappage, cars, since 1950 199
Scrappage, trucks, since 1950 199
Seats, power, installations 75
Six-cylinder engine installations 70
Size categories, production by 12
Sound equipment installations 78
Specifications, imported cars 58-59
Specifications, imported light trucks 59
Specifications, U. S. makes 48-49
State and local dealer association managers 147-149
States, new-car registrations by 28
States, new-truck registrations by 30
Steel-belted radial tires, installations 80
Steering column, adjustable, installations 74
Steering, power, installations 72
Stereo tape units, factory installations 78
Sunroof installations 82
Supplier review 104-108

Tire sizes, U. S. cars 48-49
Tire sizes, imported cars 58-59
Tires, steel radial, factory installations 80
Tires, whitewall, raised-letter, installations 80
Top executives in auto industry 112-148
Transmission, automatic, installations 74
Transmission, five-speed, installations 74
Transmission, four-speed, installations 74
Truck assembly plants 16
Truck production, totals by month 10
Truck scrappage 199
Trucks, Canadian production by months 10
Trucks, factory sales of special vehicles 10
Trucks, multistop delivery, factory sales 10
Trucks, production by make and month 10
Trucks, registrations 20
Trucks, registrations by make and GVW 32
Trucks, registrations by make and state 30
Trucks, registrations by makes and years 32
Trucks, registrations per outlet 22
Trucks, registrations, shares by make 20
Trucks, sales, Big 3 22
Trucks, RV shipments 36
Trucks, sales outlets 100
Trucks, 3 or more axles, factory sales 10
Trucks, van and light truck production 10

UK, registrations 36
Used car, average auction prices by model year 200
Used cars, sales by franchised dealers 100
Used cars, trend in prices 200
U. S.-Canada cross-border shipments 199

Vehicles in operation 199
Vehicle producers, top 10 worldwide 4

West Germany, registrations 36
Wheelbases, imported cars 58-59
Wheelbases, U. S. cars 48-49
Where cars, trucks are built 16
Whitewall tires, factory installations 80
Who's Who in Auto Industry 114-148
Windows, power side, installations 72
World production, car and truck 4
World production, since World War II 4
Worldwide production, top 10 4

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Dealers stand to lose bundle in Shay deal

By Kathleen Hamilton
Financial Editor

Shay Motors Corp., a replicar maker that went out of business last year owing dealers millions of dollars, is being liquidated. Most of its assets are being purchased by another replicar maker, Camelot Motors, in a $2.4 million deal.

It is unlikely that dealers who paid licensing fees and deposits to Shay will recover anything, according to Lloyd Kellum, bankruptcy trustee in the case.

There is $3.0 million worth of Shay debt that has priority, $2.9 million of that due First Wisconsin Financial Corp., a subsidiary of First Wisconsin National Bank of Milwaukee. Another $3 million to $4 million in unsecured debt is outstanding, and most of that is debt to dealers, Kellum said.

First Wisconsin has worked out an agreement with Paul Housey, Camelot owner, that gives Housey $600,000 worth of Shay assets until Aug. 1. Housey said he is producing cars at a leased plant in Marshall, Mich., some 12 miles from where Shay used to build cars in Battle Creek, Mich.

- On Aug. 1, if Housey meets production and sales goals and other terms of the agreement, the deal will close and First Wisconsin will become Camelot's backer. A spokesman for First Wisconsin said that perhaps $1.0 million to $1.5 million would be due at that time, from the sale of vehicles and inventory.

Still up for sale is the Battle Creek plant from which Shay Motors (earlier called Model A & Model T Motor Car Reproduction Corp.) produced Pinto-based, fiberglass-bodied replicas of the Ford Model A and 1955 Thunderbird.

Harry J. Shay, president of the firm named after him, made several unsuccessful challenges to the way the assets of his former replicar firm are being handled.

Shay put the company into Chapter 11 — reorganization — in March, 1982. In July, he changed that to Chapter 7 — liquidation.

Housey had worked for Shay's Model A & T Corp. in an engineering capacity for a few months during the firm's formative period in 1979. Shay was setting the stage at that time for other imitators who set up shop in the quickie-replicar business with very little capital and who financed their startup

Continued on Page 70, Col. 1

Made in Ohio

Honda 'officially' opens Marysville plant

Although Honda's Marysville (O.) assembly plant has been open and building cars since last November, the company picked last week for its formal dedication ceremony. Honda "associates"—as workers are called—are shown putting finishing touches on four-door Accords at the end of the half-mile-long line. Story on Page 3.

Calls for BBB arbitration on engine, transmission problems

FTC approves settlement with GM

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — The vote is in and the reactions are mixed on the FTC's proposed settlement with General Motors over engine and transmission problems. The settlement was approved by the FTC last week by a 3-2 vote.

This is the first time a proposal has involved the 50-state arbitration system that GM has with the Council of Better Business Bureaus.

GM admits no liability under the tentative proposal, which cannot become final until a 60-day comment period has passed, after which FTC can change its mind. GM described the proposal as a "much greater opportunity for immediate, long lasting and comprehensive consumer benefits than would ever be achieved through litigation."

Carol T. Crawford, FTC's new director of consumer protection, is "delighted" because GM is "locked in" to a settlement program and, for the next eight years, consumers are eligible for redress for any problem involving powertrain components and consumers who have had problems but have sold the car can seek redress in some 39 cities through the local BBB panels—all for free.

Commissioner Patricia Bailey said she voted for the proposed settlement because the alternative was "continued litigation which would take at least until the end of the decade." She said by that time, those with 1974 cars "will have given up, disappeared, or lost records," and even if they got money, the dollars would have eroded in value.

"Unprecedented in numbers and scope" is how the chief staff attorney in the FTC's Cleveland Office (where the case originated in August, 1980) described the settlement.

As the Center for Auto Safety sees it, the proposal is a "gross consumer abuse and sellout because it offers consumers nothing they would not obtain in any event."

Center Director Clarence Ditlow III said that the "biggest economic loss to consumers, excess depreciation of thousands of dollars per vehicle for the one million diesels covered by the settlement," is not covered under the arbitration.

But, according to FTC official Crawford, the arbitration covers other GM powertrain problems, such as all those diesel engine problems allegedly not

Continued on Page 70, Col. 4

breaking news

IUE and GM pick lifetime job plant

WARREN, O. — The International Union of Electrical Workers (IUE) and General Motors have chosen the Packard Electric Division here as the first IUE-represented location to participate in the "lifetime job security" pilot project. Under the plan 80 percent of the workers will be guaranteed protection from permanent layoff. There are about 8,300 IUE members in the plant. Similar programs were announced at four locations by the UAW and GM last year.

Wolter gets top sales job at VW Division

TROY, Mich.—James G. Wolter has been promoted general sales manager for the Volkswagen Division at Volkswagen of America, succeeding William J. Young, who is leaving the company. Wolter, who joined VW in 1971, is currently Washington manager. Charles R. Hughes, manager of marketing for the division, will head the Washington region.

See BREAKING NEWS, Page 8, Col. 1

In first six months of '83 model year

Diesel-car sales plunge 48 pct.

By Jim Plegue
Staff Writer

Sales of diesel-powered automobiles in the U. S. have skidded 47.98 percent during the first six months of the 1983 model year and now comprise less than 3 percent of the total car market.

The statistics are particularly discouraging for the domestic makers.

Consider: General Motors' market share slipped 12.97 percentage points during the first six months of the '83 model year and has dropped to less than 50 percent of the total diesel market.

Consider: Volkswagen diesel sales plummeted 60 percent during the first half of the year.

Consider: Mercedes-Benz' diesel-market share exceeded the VW-Audi share during the first six months and is within 1½ percentage points of Oldsmobile, the traditional diesel sales leader.

- Total diesel sales during the first six months of the 1983 model year (Oct. 1, 1982, to March 31, 1983) were 119,074 units, tumbling from the 228,927

Continued on Page 70, Col. 1

Ford Motor charges anti-trust laws bar GM-Toyota venture

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Ford Motor Co. last week presented its objections to the proposed General Motors-Toyota car-assembly venture, charging that "from a legal standpoint, it would constitute a clear violation of the U. S. antitrust laws."

Ford's position was detailed by David N. McCammon, vice president, corporate strategy and analysis. In testimony before the House Subcommittee on Commerce, Transportation and Tourism, he urged the FTC to move promptly to prevent the joint venture.

Also last week, Chrysler Corp. distributed its 38-page memo to the FTC, which sets forth Chrysler's objections to the GM-Toyota plan.

McCammon noted that the proposed arrangement would "combine the resources of the first and third largest auto companies in the world."

"And by eliminating competition between the two companies in small cars," he said, "it would permit GM to devote more of its substantial resources to larger cars where it already accounts for a dominant two-thirds of the U. S. market."

Such a venture between U. S. companies of similar size would never be tolerated based on previous interpretation of U. S. antitrust laws, McCammon said.

"Why, then," he asked, "should a project between a foreign and domestic producer be given favored treatment when two domestic producers would never be given such treatment?

"We believe that the FTC has the obligation to move promptly to prevent this combination between GM and Toyota," he said. "In the past, the FTC has moved to block joint ventures between companies where competition was far less significant and less direct than it is between GM and Toyota.

"Failure to challenge the proposed relationship between these two major direct competitors would be a startling and wholly unjustified departure from past precedent in the enforcement of U. S. antitrust laws," he said. "Such a result would have ramifications reaching far beyond the auto industry."

McCammon said that Ford continues to believe that overseas producers who wish to benefit from the U. S. market should manufacture, invest, pay taxes and provide jobs here.

However, he said, "the GM-Toyota joint venture is not designed to produce cars for Toyota; it is designed to produce cars for GM. Accordingly, this does not represent a commitment by Toyota to produce its

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23 acres under one roof

Honda's U.S. factory spacious, spic and span

By Jim Plegue
Staff Writer

MARYSVILLE, O. — Honda's $250 million car-assembly plant here has been producing four-door Accord models for sale in the Eastern U. S. since Nov. 1 of last year but it wasn't until last week that the company opened its factory doors to the media.

The U. S. press is unaccustomed to such delays but Honda spokesmen shrug it off, explaining that company officials wanted everything at the plant to be just so.

And that it was. The plant is a modern one - million - square-foot facility — "23 acres under one roof," boasted an official — located adjacent to Honda's four-year-old motorcycle plant in the heart of rural Ohio.

It is spacious and fairly well lit by factory standards, so clean you could eat off the floor.

"We have no janitors here," said Plant Manager Bob Watson. "All our associates (Honda's term for employes) keep the plant in the shape you will see it in now."

Members of the press were shown the plant on April 25. The official dedication, attended by local and state officials, Honda suppliers and others, was held the following day. Yoshio Okawara, Japan's ambassador to the U. S., was a speaker.

Honda's plant is building about 185 cars per day on one shift and employs about 800 workers. Only four-door Accord models are being built and sold in states east of the Mississippi River. Eventually—this fall, according to a plant engineer—the Marysville facility will build Accord hatchbacks for the Eastern states. Marysville will also assemble the Honda Accord Special Edition model for the Eastern states.

• By mid-1984, Marysville will hit full stride, employing 2,000 workers and producing 600 cars on two daily shifts, according to Kazuo Nakagawa, president, Honda of American Mfg.

Nakagawa tackled the issue of union representation for Honda plant employes before the question ever came up. Nakagawa said it is an issue "best left up to our associates."

Honda employes and company officials were all clad in the same uniform — white work clothes and green caps with "Honda" printed on the crown.

The four-door Accord has a U. S.-sourced content of 50 percent. Honda said it is trying to increase that percentage but one official said that it becomes a difficult task because of the total equation of pricing, quality and supplier proximity.

From the welding operation—which the press was not allowed to photograph—to the end of the assembly line, the finished Accord sedan requires 12 to 16 hours of work.

• Honda said its assembly plant was funded 95 percent from sales of Honda cars and motorcycles in the U. S. Honda owns additional acreage next to its plants "for future possibilities," an official said.

Cliff Schmillen, senior vice president of American Honda Motor Co., Inc., said Honda expects sales of 400,000 cars during 1983, including about 50,000 built in Ohio.

Schmillen said Honda officials are hoping that buyers will not perceive the U. S.-built Accord any differently than they do those made in Japan—a problem that Volkswagen faced with its U. S.-built Rabbits.

"We feel the best way to attack that problem is to say as little as possibie and let the car speak for itself," Schmillen said.

Accord Special Edition bows

Honda has introduced an Accord Special Edition four-door sedan featuring leather seating, power moonroof, dual remote-controlled outside mirrors, power windows and door locks, aluminum alloy wheels and stereo with power booster and seven-band graphic equalizer. One color scheme is offered—charcoal gray exterior with dove gray interior.

Pontiac Fiero moves smoothly toward Job One

By Jim Plegue
Staff Writer

Pontiac's mid-engined Fiero sports car is heading toward its mid-July Job One production date with pilot output "as smooth as any we've ever seen," said William Hoglund, Pontiac general manager.

"And that's disregarding the fact that we've got more new technology in this car than has come out of the United States in one hell of a long time," Hoglund said.

The Fiero, known as the GM P-body, will debut this fall as an '84 model. Pilot production of the plastic-bodied two-seater began last month at the division's revamped home plant in Pontiac. Annual production is targeted at 110,000 or more.

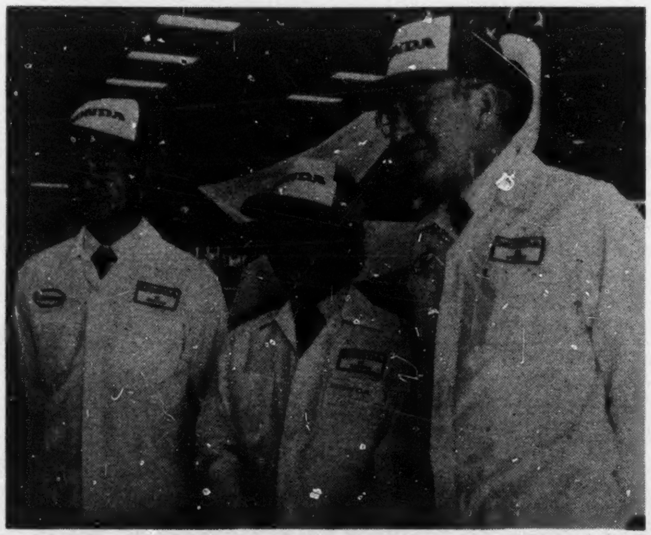
Fiero will ride on a 93-inch wheelbase with overall length of 165 inches. Hoglund said Fiero will weigh 2,450 pounds, rather than the 2,550 pounds listed last week by AUTOMOTIVE NEWS.

Fiero's plastic body is attached to a unique "space frame" chassis, comprised of more than 270 pieces, about 10 to 15 percent of which are made of high - strength lightweight steel.

Hoglund said manufacturing difficulties with a handful of those components required a change to conventional steel within the last six months, but he said those changes have added no appreciable weight to the car.

The Fiero's target weight of 2,450 has been unchanged during the last three years, Hoglund said, though in its concep-

Continued on Page 8, Col. 3



Jim Plegue

Modeling the Honda uniform

Honda officials, wearing the company work uniform—white slacks and jackets with green caps—strike a pose during the dedication last week of the company's Marysville (O.) assembly plant. From left: Kazuo Nakagawa, president, Honda of America Mfg., Inc.; Kiyoshi Kawashima, president, Honda Motor Co., Ltd., and Bob Watson, vice president and plant manager, Honda of America Mfg.

As his successor on board

Fraser sees Bieber for Chrysler

By Marjorie Sorge
Labor Editor

UAW President Douglas A. Fraser will not stay on the Chrysler Corp. board of directors beyond his one-year extension, and he "is confident" he will then be succeeded by Owen Bieber.

Bieber is due to replace Fraser as head of the one-million member UAW when Fraser retires at the union's Constitutional Convention in Dallas, May 15-20.

"I'm not saying I have any agreement or commitment, but let me put it this way: I would not stay on for this year except that I was confident that Owen Bieber will succeed me in a year," Fraser told AUTOMOTIVE NEWS in an interview. "I have absolutely no intention of staying beyond the one year."

During the interview, Fraser also said the union would not be so particular about jurisdictional lines during organizational drives; that the UAW would have preferred that Toyota build its own plant in the U. S. rather than enter into a joint venture with General Motors, and that the union should have restructured itself by eliminating another vice presidency and consolidating the four Detroit regions and three Ohio regions.

In addition, he said he believes the job market "absolutely hit bottom last year" but said he was not as confident about the strength of the recovery in the auto industry.

"I think it's weak and I think unless we get an increase in sales, all we're doing is building inventories," he said. "We've increased production substantially, but there is no increase in sales. If we increase sales this year by 17 percent, we'd still be 26.5 percent below 1978 (based on figures from numerous forecasters)."

• Fraser recently agreed to stay on the Chrysler board for an additional year at the urging of both Chrysler officials and UAW members. Originally, he said he would retire from the board when he retired from the union presidency.

But after conversations with Lee Iacocca, Chrysler chairman, and union officials, Fraser decided to remain on the board. He said Iacocca wanted Bieber to get his feet wet as union president before assuming the board seat and Bieber wanted to postpone taking over the position until after 1984 bargaining with Chrysler is completed. That contract expires Jan. 14, 1984.

"That makes it kind of clumsy and so, as a consequence of all these things, I decided to stay," Fraser said.

Fraser also sees changes coming in how the union spends its resources. He said he expects the UAW to spend more money on political action, education and communication and organizational activities.

He emphasized that the union would not be so particular about jurisdictional lines in the future in its organizing drives.

In the past, unions have been careful not to tread on the organizational turf of other unions, but the current difficulties in organizing and declining memberships have chopped down some of those barriers. The UAW's membership has dropped from 1.5 million in 1979 to just over one million this year.

While not abandoning the automotive arena, the UAW will broaden its horizons, moving into non-traditional organizing areas such as education and insurance and other service industries. In making these moves, the union will not be as particular as it has been in the past about what union would normally organize those areas.

"We intend to move in where no other union has gone, regardless of whether or not it is the traditional organizing area," a UAW spokesman said.

The UAW will not violate the AFL-CIO stipulation that no union can move into any company which has or had a bargaining relationship with other unions, the spokesman said.

• Another problem facing the UAW is the new GM-Toyota venture. While the union has long been advocating the need for Japanese manufacturers to put their money where their

Continued on Page 8, Col. 4

Dealer offers to buy property from DeLorean

One of John DeLorean's tenants was trying to reach him last week with a plan that could mean cash for the former auto maker.

Les Donovan, Prestige Pontiac/Cadillac, Wichita, said he had read about DeLorean's need for cash and thought he might be able to help.

Donovan said his dealership currently has a 20-year lease from DeLorean on the dealership property and equipment but that he would now like to buy the real estate and equipment.

"Everything I've been reading says John has been forced to liquidate everything he has," Donovan told AUTOMOTIVE NEWS. "We'd like to own this property. We have a 20-year lease on it, but we would like to turn that into a purchase."

Donovan said DeLorean's Wichita attorneys had been unable to help him reach his landlord.

Documents filed in conjunction with the federal drug trafficking charges in Los Angeles indicate the Wichita property and equipment had an "estimated realizeable market value" of $1 million last October with a secured loan balance outstanding of $1,118,000 at that time.

—EDWARD LAPHAM

index

Advertising news 54
Auction reports 57, 58
Classified advertising 59
Editorial page 18
Production by makes 71
Registrations, car 37
Truck highlights 10

58th year — No. 4966

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Goes faster, stops quicker

Audi adds "shorter" performance gears and ventilated front-disk brakes to make its limited-edition (about 1,800 in 1983) Coupe GT model go faster and stop quicker. Additionally, the Coupe GT has a new sport exhaust system, spoke-style alloy wheels, a rear spoiler, stiffer shocks and springs, blacked-out trim and special interior appointments.

Weighted body found in New York lake

Death of former GM official probed

By John A. Russell
New York Staff Writer

NEW YORK. — State Police investigators are probing into the background of George M. Perry, a former General Motors executive whose weighted body was found in an upstate lake with three .22 caliber bullets in his head.

Federal agencies have been contacted, but are not actively involved in the investigation. Reports in local newspapers have suggested intelligence involvement but the FBI is not actively involved in the case.

An FBI spokesman said the agency has offered its services to the New York state police to investigate any leads the police develop that are interstate or international.

Perry was general manager of GM's Terex Division until it was sold in late 1980. His body was discovered three weeks ago by a fisherman on Lake Tiorati, in Harriman State Park. At the time of his disappearance, Perry had been working for Stiil Bras, Inc., of Sao Paulo, Brazil as a consultant and had lived in Sao Paulo since last August.

Perry, 64, vanished from a New York City hotel in early January, leaving $2,000 in U. S. and Brazilian currency in the hotel safe. None of his personal belongings have been found.

• Twelve investigators have been assigned to the case and the autopsy revealed that Perry was shot at close range.

Although police are looking into a possible connection between Perry and U. S. intelligence, Joseph Brown, Orange County district attorney, told Automotive News that they have not been able to establish such a connection.

When asked if the murder could be considered "professional," he responded that the typical street robbery could probably be ruled out and "obviously the person did not want the body found." Police, however, have not established a motive for the slaying.

He was supposed to leave Jan. 10 for Switzerland to meet Joseph Vanacek, president of Stiil Bras.

Perry last had contact with his family, his youngest son, James, 22, on Jan. 7.

When contacted by Automotive News, James Perry declined to discuss the case.

The family reported him missing on Jan. 21 and hired a private detective agency to find him. Perry had two more sons, Bill, 33, and Jack, 28. His wife committed suicide last summer after several years of mental illness.

Perry was born in Prague, Czechoslovakia and lived there with his American parents until 1937.

During World War 11, Perry was a B-24 pilot with the U. S. Eighth Air Force and received the Distinguished Flying Cross, the Bronze Star Medal and the Air Medal with four oak leaf clusters.

He was also a staff intelligence officer with the U. S. Strategic Bombing Survey and interrogated German officers for that unit.

After he obtained his release from military service, he joined Euclid Corp., the predecessor of Terex, as assistant export manager.

After serving in various capacities with Euclid and its successor, Terex, he was named general manager of Terex in 1974. He left GM after Terex was sold.

In 1976, Perry was honored by Queen Elizabeth II, who named him Honorary Commander of the Most Excellent Order of the British Empire.

• Although Perry and Vanacek were described as close friends, Perry's son, James, said he did not know when or where they met, nor had he ever met Vanacek.

Stiil Bras was described as an export-import operation handling many lines, including heavy-duty cranes and tractors, which was the major business of Terex.

Attempts to reach Vanacek in Sao Paulo were unsuccessful. The U. S. subsidiary of Stiil Bras, Sucotec Corp., in New York, referred all calls to Vanacek's attorney, who was unavailable.

All makers except VW post increases

Mid-month sales show 19 pct. gain

By Jenny L. King
Staff Writer

Domestic new-car sales in mid-April were up more than 31,000 units over the same period a year earlier and notched the highest mid-month total so far this calendar year. It was the third consecutive 10 days in which sales improved and the ninth gain in 11 periods of 1983.

April 11-20 sales numbered 190,167, up 19.73 percent from 158,824 last year. On a daily-rate basis, sales were up 6.43 percent, to an average 21,130 from 19,853. There were nine selling days this year compared with eight in 1982.

Year-to-date sales rose 1,805,764 through April 20, up 6.67 percent from 1,692,916 in 1982.

On year-to-year comparisons, sales were up for four of the five major U. S. auto makers; on a daily-rate basis, three of the five were ahead of '82 sales.

General Motors was up 11.81 percent, to 113,651 from 101,644 (down 0.61 percent daily rate). Ford Motor Co. sales of 42,084 were up 21.87 percent from 34,532 (up 8.32 percent daily rate).

Chrysler Corp. was up 40.65 percent, to 24,914 from 17,714 (up 25.02 percent daily rate).

American Motors reported estimated sales of 6,600 passenger cars this year, up 186.96 percent from 2,300 (up 154.51 percent daily rate).

Volkswagen of America dealers retailed 2,118 Rabbits in mid-April, down 19.59 percent from 2,634 a year earlier (down 28.65 percent daily rate), and estimated sales of U. S.-built Honda Accords were 800 units.

GM dropped to 59.77 percent of the mid-month market from its year-ago 64.00 percent. Ford was up to 22.13 percent from 21.74 percent. Chrysler bit off 13.10 percent, up from 11.15 percent. AMC earned 3.47 percent compared with 1.45 percent a year earlier. VWoA had 1.11 percent, down from 1.66 percent, and Honda took 0.42 percent with no year-ago comparison.

On a total basis, 11 domestic makes were up compared with a year ago. At Chrysler Corp., Plymouth was up 22.37 percent, Chrysler was up 66.74 percent and Dodge was up 41.54 percent. At Ford Motor Co., Ford was up 23.34 percent, Mercury was up 22.77 percent and Lincoln was up 6.11 percent.

At GM, Buick was up 21.93 percent, Cadillac was up 25.81 percent, Chevrolet was up 11.60 percent, Oldsmobile was up 3.58 percent and Pontiac was up 5.43 percent.

Imperial was off 31.37 percent, VW was off 19.59 percent and AMC (not including Alliance) was down an estimated 15.00 percent. Renault Alliance and Honda Accord were not on the market at this time in 1982.

DOMESTIC SALES

	April 11-20, 1983	April 11-20, 1982
AMC	2,000	2,300
Alliance	4,600	....
AMERICAN MOTORS	6,600†	2,300†
Chrysler	7,950	4,768
Imperial	70	102
Plymouth	8,206	6,706
Dodge	8,688	6,138
CHRYSLER CORP.	24,914	17,714
Ford	28,567	23,162
Mercury	10,704	8,719
Lincoln	2,813	2,651
FORD MOTOR CO.	42,084	34,532
Buick	23,374	19,170
Cadillac	8,434	6,704
Chevrolet	43,174	38,685
Oldsmobile	23,986	23,158
Pontiac	14,683	13,927
GENERAL MOTORS	113,651	101,644
VOLKSWAGEN	2,118	2,634
HONDA	800†	....
U. S. INDUSTRY TOTAL	190,167	158,824

* Estimate

Mack sale to Renault sought by parent firm

By Jack Walsh
Truck Editor

Signal Cos., parent firm of Mack Trucks, Inc., has said "no" to the truck business and is trying to get Renault to acquire a greater interest in the veteran heavy-truck manufacturer.

Renault, which builds the Classes 6 and 7 Mack Mid-Liner mid-range diesel trucks, already owns a 20 percent interest in Mack, and Signal is talking with the French company about increasing its holdings to as much as 45 percent.

The decision to dispose of Signal's 80 percent interest in Mack was announced by Forrest N. Shumway, chairman, at the company's annual meeting last week in San Diego.

There has been considerable speculation that Signal would spin off money-losing Mack (it had a net loss of $32 million in 1982 on sales of $1.29 billion) since Signal's merger with Wheelabrator-Frye, Inc., in January.

Shumway said that if Renault takes control, the remaining Signal holdings in Mack will be distributed among Signal shareholders or disposed of through a public offering.

Signal wrote down its investment in Mack by $108 million in the first quarter. The company said part of that sum reflected Mack losses for the period, about the same as the $8.4 million the truck manufacturer lost last year.

• Shumway said he thinks Mack's future would be brighter under Renault.

"Mack is going to have a tougher and tougher time competing with those international companies," he added, referring to AB Volvo, which acquired the White manufacturing rights, and Daimler-Benz AG, which bought Freightliner Corp.

Signal acquired Mack late in 1967, two years after Zenon C. R. Hansen took over command of the company and brought it back from the brink of bankruptcy.

"We got Mack turned around in 1966, and then the vultures started moving in," said Hansen, who retired in 1975 as chairman. "There were a number of companies interested in buying Mack.

"I made the deal with Signal, and it worked well all the while that I was with Mack," he added.

In 1979, Signal sold 10 percent of Mack's common stock for $50 million cash to Renault Vehicules Industriels, a subsidiary of Renault Holdings S. A. An additional $65 million of subordinated debentures was converted into another 10 percent equity last July.

VW production underway in Mainland China

TOKYO. — Production of Volkswagen cars has started in Mainland China.

With parts supplied by Volkswagen of West Germany, five VW Santana models were turned out in Shanghai, according to the Chinese news agency.

Production is expected to reach 600 this year and climb to 20,000 a year by 1985. China reportedly produced 176,000 vehicles in 1981.

Tempo priced from $6,840; Topaz line starts at $7,355

DEARBORN.—Ford Motor Co. has priced its new front-wheel-drive compact cars, the Ford Tempo and Mercury Topaz, which will be introduced May 26.

Tempo prices start at $6,840 for the Tempo L. The Tempo GL is $7,084, and the Tempo GLX is $7,544. The Topaz GS is $7,355, and the Topaz LS is $7,756. Topaz has a higher level of standard equipment than the base Tempo.

Prices are the same for the two-door and four-door notchback models in each series of Tempo and Topaz, which is a departure from normal automotive pricing procedure.

Dealer discount is 15 percent on the cars, 18 percent on options.

At $6,840, the Tempo L is $250 more than the Ford Fairmont which it replaces in the lineup.

The base Tempo price is higher than that of the base price of the Plymouth Reliant / Dodge Aries four-door at $6,718, but Ford said the Tempo dealer discount is higher. Tempo also is priced above base models of the Chevrolet Cavalier and Pontiac 2000, but Ford noted that Tempo is less than the Nissan Stanza, Honda Accord and Mazda 626.

Tempo L standard equipment includes AM radio (delete option), power brakes, console, wheel covers, halogen headlights and carpeting. Automatic transmission and air conditioning are not available on the Tempo L.

Tempo/Topaz wheelbase is 99.9 inches, and the cars are 176.2 inches in overall length. The engine is a new 2.3-liter four, and four-speed manual transmission is standard.

Ford said projected EPA ratings for Tempo/Topaz are 28 MPG city and 42 MPG highway with four-speed manual and 24 MPG city and 33 MPG highway with automatic.

Ford to expand French factory

BORDEAUX, France. — Ford-France has invested more than $40 million to expand the capacity of its gearbox factory here.

This follows the decision to source four- and five-speed manual transaxles for the Escort going into production this August in Sao Paulo, Brazil.